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In this Issue—Beginning Series on Commercial Law.

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, APRIL 7th, 1916 No. 14

ENO'S
"FRUIT SALT"



will keep your customers in good spirits —healthy and happy at all times.

A Live-Wire Money-Maker for You

Eno's "Fruit Salt," the original and only Fruit Salt, has been on the market for nearly half a century and is used in every civilized country the world over. Every household in your community will be the better for using Eno's "Fruit Salt"—keep your stock to the front, introduce it, show it on your counter and in your windows.

Every first sale is the forerunner of repeats and incidental business in every department of your store.

Keep your stock replenished. Take advantage of our extensive consumer advertising. Order from your wholesaler.

Prepared only by

J. C. ENO, Ltd., "Fruit Salt" Works, London, England

Sold in all the principal towns and cities of Canada
Agents for Canada: Harold F. Ritchie & Co., Limited, 10 McCaul St., Toronto



GOLD DUST
SELLS THE YEAR ROUND

The big thing about Gold Dust, from your viewpoint, is that it sells every day in the year. The housewife has many uses for it Summer and Winter—and even more uses in the Spring and Fall.

Gold Dust is a steady profit-maker for the merchant. Our extensive advertising of practically every kind and nature, is constantly creating new buyers—and once used, Gold Dust is never replaced.

Satisfied customers are the life of your business. Gold Dust makes them.

THE N. K. FAIRBANK COMPANY
LIMITED
MONTREAL

"Let the GOLD DUST TWINS do your work."

Get this business

Your customers need a nerve remedy, so why not feature

DR. CASSELL'S TABLETS

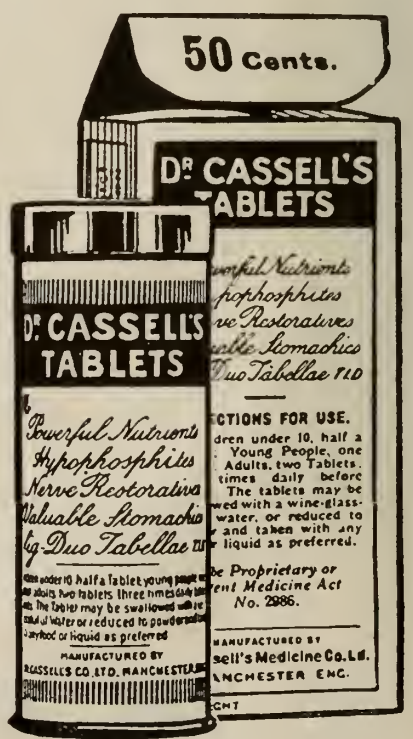
the thirty-year-old reliable nerve food.

The merits of Dr. Cassell's have been put before the public in a big $60,000 consumer advertising campaign. That this publicity has borne fruit is evidenced by the fact that the demand is steadily growing.

Dealers stocking this efficient "Nerves" remedy find it one of their most profitable selling lines.

Why not get this trade? A display in your window or on your sales counter will conclusively prove that Dr. Cassell's is a dependable seller.

Start bigger business by ordering a supply to-day.



Dr. Cassell's Medicine Co., Limited, Manchester, Eng.

Agents for Canada : Harold F. Ritchie Co., Limited,
10-14 McCaul St., Toronto



YOU MAKE MORE MONEY AND YOUR CUSTOMER LIKES IT BETTER

Lantic Sugar comes in 2 and 5-lb. packages, and 10 and 20-lb. bags. You pay for an exact weight and you sell an exact weight.

The package is much more attractive than a paper bag and much more convenient to handle, and although your customer doesn't get one grain more sugar in our 2-lb. boxes than she does in your 2-lb. bags, *she* is better satisfied and *you* save not only your wrappings, but your time, the loss of *down weight* in weighing from bulk and the occasional breakage of a paper bag.



Pleased customers, a tidier store, employees' time saved for better uses, accident proof packages, a saving of all the little leaks and losses attendant upon handling goods in bulk—these are some of the advantages of handling

Lantic Sugar

The "All-Purpose Sugar"



The sugar with the red ball trade mark



You know this package

You have known it for years—most of you favorably. Well, we are doing a good deal of advertising now which we believe is going to make this package as

familiar to the public

as it now is to you. Watch the newspapers for the advertising which we intend shall help you as much as us.

Meanwhile, how is your stock? A sample sorting order will be promptly filled; or if you prefer, our traveller will take your order when he calls.

The McCormick Manufacturing Co., Ltd.

General Offices and Factory: London, Canada; Branch Warehouses: Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Port Arthur, St John, N.B.

MADE IN CANADA



BEST BY TEST

Placed at the top by the Government Analyst

Convincing proof of our claims that Borden's Milk Products are as perfect as science can produce is contained in Bulletin 305, recently issued by the Department of Inland Revenue, Ottawa.

The Government Analyst, after carefully examining *One Hundred and Seventy-Eight* samples of Evaporated Milk, declares Borden's "Jersey" brand to be the *highest* in Total Solids and Butter Fat Contents.

Mean of 12 *samples "Jersey"—Solids* 27.14., *B.F.* 7.67.

The Government Standard is—Solids 26%, B.F. 7.20, but *all Borden Brands average higher than the Government Requirements.*

Is it any wonder then that Borden's Milk Products are satisfying the most particular trade? You can confidently recommend every Borden line—Bordén Quality never disappoints.

Look over your Stock and put Borden's to the fore in your window and counter displays.

BORDEN MILK COMPANY

"Leaders of Quality" MONTREAL

BRANCH: No. 2, ARCADE BLDG., VANCOUVER

CENTURY SALT

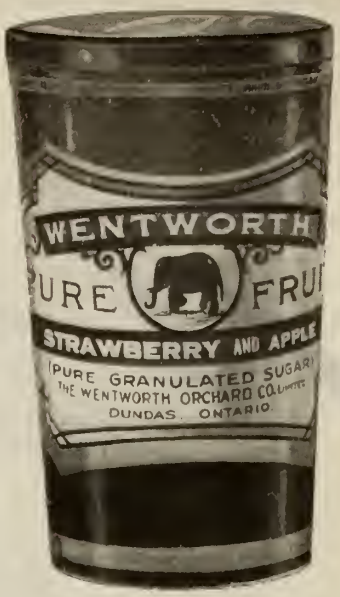


Century salt put the cents in the profits

Century Salt is not combined with cheap ingredients, the housewife gets full value for her money. Pure Salt goes further and gives infinitely better results.

Century Salt is refined and purified to the last degree. The dealers who handle get the profits.

THE DOMINION SALT Co LIMITED
SARNIA, ONT.



The 10c. Article is the Seller

Quick action
Quick returns
the aim of the
up-to-date grocer

This is the season for jam.

Give it prominence in your counter display.

A Grocer will sell a dozen 10 cent jars where the larger-sized jars will decorate his shelves for months.

The Wentworth Orchard Co.
Hamilton and Toronto



The Wayne Sidewalk Pump

For Gasoline attracts the Trade and keeps it. You never lose a Customer when using a

WAYNE PUMP

Clean Gasoline, Filtered Gasoline and Correct Measure for Your Customer.

Ask us all about it.

Eastern Agents: C. F. Hohlstein, Montreal, Que. Distributors for Canada: National Equipment Co., Ltd., Toronto. Western Agents: D. J. Austin, Winnipeg, Man.; A. H. N. Kennedy, Medicine Hat, Alta.

WAYNE OIL TANK & PUMP CO., Ltd.
WOODSTOCK ONTARIO

When you sell

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
by Canadian Employes.

H. J. Heinz Company

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto

Salesmanship Makes Profits

Here is a tip

Women like whipped cream for serving on fruits, coffee, etc., but they cannot afford fresh cream—and it sours quickly.

Tell your women customers that by chilling "Canada First" Evaporated she can whip it just like fresh cream.



The Kind You Can Whip By Chilling Thoroughly.

Suggest that she try a small tin. It will please her and make a new sale—(profit) for you.

Aylmer Condensed Milk Co., Limited
AYLMER, ONTARIO

WHITE SWAN
SURITY of PURITY

HIGHER PRICES!

Spices do not grow in Canada—some are produced in the War area—*ALL* are affected by the increased costs and risks of ocean transportation, to say nothing of the shortage of ships. That is a contingency that no Canadian firm can avoid.

In order to leave our price list undisturbed, it would have been necessary for us either to:

REDUCE THE QUALITY

Or

THE WEIGHTS OF PACKAGES

We have raised our prices instead!

Markets in some lines have more than doubled and as the visible supply of Spices in London and New York is away below normal, prices are likely to go still higher, especially in view of the stringent transportation regulations now being enforced by the British Government.

New price list on request.

WHITE SWAN SPICES & CEREALS, LIMITED, TORONTO, CANADA

PARTNERSHIP NOTICE

Notice is hereby given that the partnership heretofore subsisting between H. N. Kittson and the undersigned H. C. Beckett and J. T. Gillard as Wholesale Grocers, under the name and firm of W. H. Gillard & Co., has this day been dissolved by mutual consent, and that the undersigned have entered into co-partnership as Wholesale Grocers under the same name and style of W. H. Gillard & Co.

Dated at Hamilton this First day of April, 1916.

Witness: (Sgd.) H. C. Beckett.
(Sgd.) William Lees. Jas. T. Gillard.

Dear Sir,—

We beg to thank you for your valued patronage in the past and bespeak from you the same courteous treatment you have always extended to the firm of W. H. Gillard & Co. We, on our part, shall at all times use our best efforts to make your dealings with our firm an ever-increasing source of pleasure and profit. Our firm has been in continuous existence under the same style for the past thirty-six years, the present partners having been identified with it since its inception.

Again cordially thanking you and extending our best wishes for your good health and prosperity, we are,

Yours truly,

Hamilton, April 1st, 1916.

W. H. GILLARD & CO.

CANADIAN Clark's BRITISH



CLARK'S Concentrated Soups

(14 kinds)



Chicken	Vegetable	Mutton Broth
Tomato	Consomme	Mock Turtle
Ox Tail	Mulligatawny	Julienne
Green Pea	Vermicelli Tomato	Pea
Scotch Broth		Celery

RETAILING AT 10c. PER CAN

Are unsurpassed by any other brand
and are the products of

YOUR OWN COUNTRY AND COUNTRYMEN.

W. CLARK, LIMITED, MONTREAL



Reach out for bigger profits

Pushing the sale of the celebrated

BRUNSWICK BRAND SEA FOODS

will secure for you steady year round sales of these appetizing and wholesome products.

Their high quality, combined with conscientious business methods, have popularized Brunswick Brand throughout the Dominion from the Atlantic to the Pacific. When you sell Connors Bros.' brands you are selling proven winners that have captured the public fancy.

Our close location to the fishing grounds ensure us getting the pick of the fishermen's catches—the plant itself is most modern and strictly sanitary, and is operated under the most ideal conditions. Hence Brunswick Brand Sea Foods come perfect to the consumer.

Put Brunswick Brand where your customers can see them. Recommend them to the most particular. First sales mean repeat orders.

Connors Brothers
LIMITED

Black's Harbor
N.B.



Sells for 5 Cents
WORTH TEN
Babbitt's Cleanser



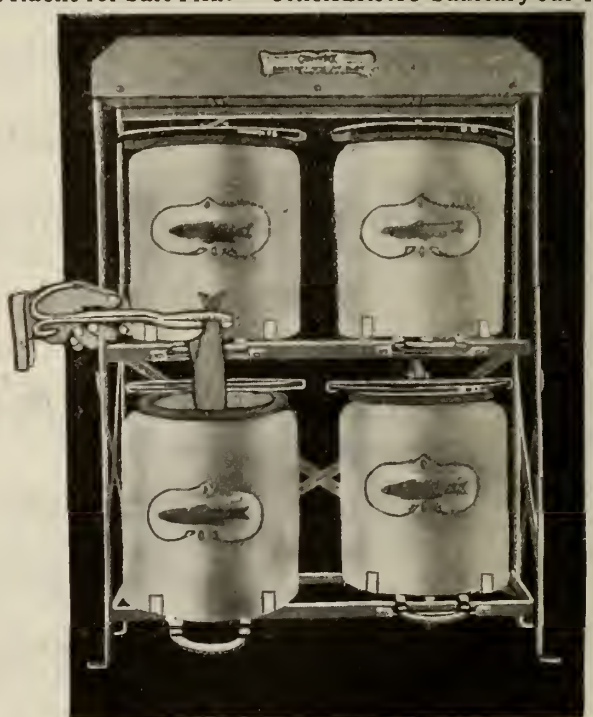
You make an excellent profit and increase your sales of Cleanser.

Your customers get double value (and premiums for the Trade Marks as well.)

Order a five case lot and get special premium and display.

Agents:
WM. H. DUNN Limited—Montreal
DUNN-HORTOP, Limited—Toronto

The Racks for Salt Fish. CRAKERJAC Sanitary Jar Rack



No. 764. Four-Jar White Enameled Counter Rack equipped with white porcelain jars and fish labels.
Price $17.00 Complete.

A CREATOR OF APPETITES FOR BRINE GOODS

Get salt fish out of the grimy kegs and put them in these pure white jars, where with the fish shown in natural colors the mouth of the customer will water for salt mackerel in the morning. We can furnish them with the fish transfers alone or with the fish and lettered as follows: "New Herring in Brine," "New Mackerel in Brine," "Fancy Salmon in Brine," "Best Lake White Fish in Brine," "New Lake Trout in Brine." Or we can letter to order any label such as "Dill Pickles," "Apple Butter," etc. In ordering for salt fish state which labels you wish.

EVAN L. REED MFG. CO., 604 A ST., STERLING, ILL.

GIPSY

Stove Gloss

Makes new friends,

and keeps old.

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED,
33, Front Street, E. TORONTO.

Western Agents: For Manitoba, O. F. Lightcap, Winnipeg. For British Columbia and Yukon: Creeden & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver.





Everywhere in Canada they are buying more Keating's.

Keating's Insect Powder is known throughout the civilized world as a sure and effective insecticide. It is fatal only to insect life. It is harmless to animal or human life.

Within the past eighteen months the sales of Keating's Powder to the Canadian public has increased fivefold. While some of this increase is traceable to the purchases made by soldiers in camp, for their bodily comfort, there has also been a general increase for household purposes.

Keep your stock of Keating's well filled. You will find it in steady and growing demand.

Sole Agents in Canada

Harold F. Ritchie & Company, Limited
10-12-14 McCaul Street, Toronto

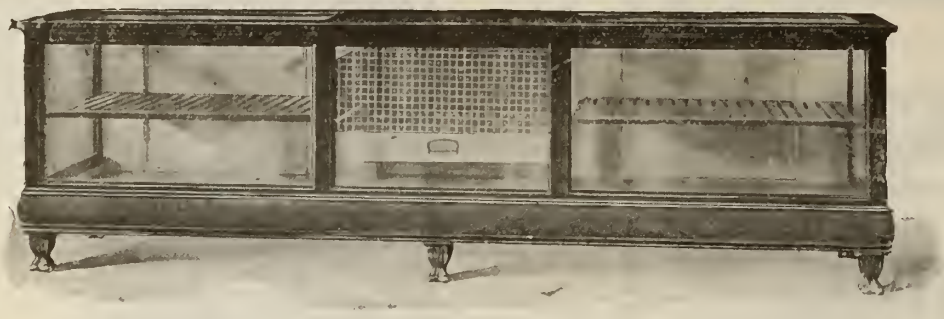
RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER

IT IS IMPORTANT!

If you have something to dispose of in goods or service that as many buyers as possible get to know you and your product. This can be accomplished through

Canadian Grocer
143 University Avenue, Toronto



THE
ARCTIC
Refrigerator
Silent Salesman

—the most effective medium for displaying dainty produce, fresh ripe fruits or cooked meats. It not only displays contents to the best advantage, but it preserves them from spoilation and keeps them always sweet and palatable.

Let us send you or complete Arctic Catalog.

John Hillock and Company, Limited
Makers of the "Arctic" Refrigerator
TORONTO

In our Classified Columns on page 52, there is almost sure to be a proposition which will interest you.

You should use our Condensed Ad. page for making your wants known. Whether it be a partner, clerk or salesman required, or a buyer for your business, or if you have bought a cheese-cutter or a showcase, etc., and want to sell your old one, you will find Canadian Grocer's Classified page most productive of replies.

TEA

We have to offer a particularly desirable selection of Ceylon and Indian Teas—All Spot Goods.

Write us for samples and they will be cheerfully forwarded to you with the lowest possible quotations.

John Duncan & Co.

Established 1866 MONTREAL

Perfection Computing Cheese Cutter

(IT IS ALL MADE IN CANADA)

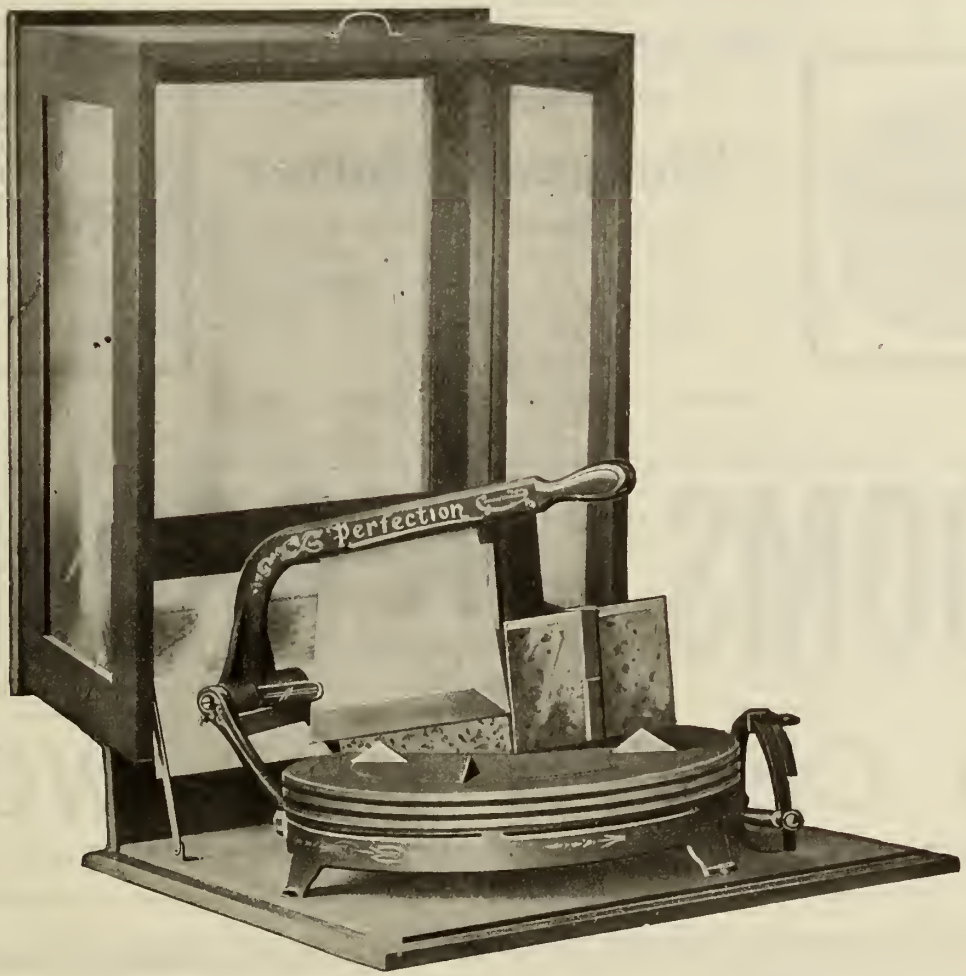
IT IS A CHEESE CUTTER WORTH HAVING

A REAL COMPUTER

AND YET SIMPLER THAN ALL OTHERS IN CONSTRUCTION AND OPERATION.

ABSOLUTELY NO FIGURING TO DO.

IT STANDS THE TEST FOR DURABILITY, FOR IT LASTS A LIFETIME.



A REAL PROFIT-SAVER

Write for Prices and Terms.

WE HAVE SPECIAL COMBINATION PRICES WITH CABINETS AND PEDESTALS.

IT SAVES ITS COST in a few months and lasts a lifetime.

BUY IT NOW.

American Computing Company

HAMILTON, ONT.

IF BUSINESS is BAD or GOOD, you need a PROFIT-SAVER.

BUY IT NOW.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality
—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

BROOMS

If you want the maximum of quality at the minimum price, write us for our proposition

American Broom Works
St. Bazile de Portneuf, P.Q.

BROOMS

TWO CENTS PER WORD

You can talk across the continent for two cents per word wtih a WANT AD. in this paper

It Grows—It Grows and Grows

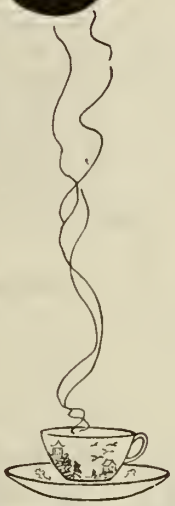
does the demand for H.P. Sauce. Are you ready to meet it? Remember the other fellow is, and he will soon be supplying your customers with a good many other things, too!

The moral is very simple, very sound.

H.P. SAUCE

W. G. Patrick & Co., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.

JAPAN TEA



A cup of good tea is the best natural stimulant for body or brain. The soldier in the trenches, the worker in the fields and woods drinks it in great quantities. The brain-worker in the cities finds grateful comfort in its use. Physicians the world over recommend it.

Japan Tea is preferred to all others because of its unequaled delicacy and its full-flavored strength.

The Japanese Government prohibits adulteration and coloring of Tea.

YOUR dealer sells it. Ask HIM.

We are telling your customers all about Japan Tea by means of our country-wide consumer advertising. Dealers everywhere are reaping the benefits of the big demand thus created.

The delicious flavor of this wholesome beverage will make fast friends of tea drinkers everywhere. You can win increased customer confidence and secure larger profits by pushing this high quality, natural green leaf.

Ask your wholesaler for Japan Tea.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

ONTARIO

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners and Drug Specialties
12 FRONT STREET EAST TORONTO

ON SPOT
White Beans,
Evaporated Apples
Currants and Raisins

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

W. GEO. VARTY
29 Melinda Street - TORONTO
Agent for G. WASHINGTON'S COFFEE
Phone M. 7089

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORNOTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

If you want some first-class old leaf Tobacco, processed, so that all of that rank smell and taste is taken out of it, put up in five different grades, write

LEWIS WIGLE
LEAMINGTON, ONTARIO

WESTERN PROVINCES

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP,
179 Bannatyne Ave. - Winnipeg, Man.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited

THE H. L. PERRY CO.
214-216 Princess Street, Winnipeg
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.
Correspondence solicited.
"Always on the Job"

MEN WITH SALES ABILITY.

We have a few desirable openings for men of this type to call on Grocers in connection with Star Egg Carriers and Trays. 63% of the grocers of the country are already using Star Equipment. To men with proven selling ability we can offer an exceedingly interesting proposition.

For particulars, apply
STAR EGG CARRIER & TRAY MFG. COMPANY
1113 JAY STREET ROCHESTER, N.Y.

A want ad. in this paper will bring results from all parts of Canada

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

To Manufacturers Only

We are open to accept sole agency for Great Britain for a canned goods manufacturer. References as to financial position, etc., etc., of the best.

R. PHILLIPS & SON,
92 Great Tower Street,
(corner of Mincing Lane.)
LONDON, E.C.
ENGLAND.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Victoria, B.C.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving, General Manager Western Canada
TORONTO

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Cheap Tea Risky Business

It is recognized by leading business men that a satisfied customer is a store's best asset. Another well-recognized fact is that a customer may be lost through one unsatisfactory purchase, notwithstanding the scores of satisfactory ones she has made.

It is well to consider these facts in connection with cheap, low-grade teas. **Will they satisfy your customers?**

Deep down in your heart you know they are not likely to. You feel that it is "risky" business persuading customers to buy them.

But why take chances of losing even one customer for the sake of a little larger immediate profit? The loss of one customer will be a greater loss than you can offset by any extra profit you might be able to make on cheap teas.

You know from past experience that Red Rose Tea has satisfied your customers and that you will make **more permanent profit** by recommending it.

Red Rose Tea

"is good tea"

3 big selling points of Queen Quality Lines



1. The incomparable quality which more than satisfies the customer and guarantees profitable repeat business.
2. The improved label, the artistic and effective design of which will focus the attention of every customer, making selling easy and profitable.
3. Anchor Cap closures, which eliminate risk of spoilation or spilling and guarantee contents being always fresh and sweet.

Ask us to quote you prices on the Queen Quality Line. You will find our goods well worth featuring.

Taylor and Pringle
OWEN SOUND, ONTARIO.

Get the "Eureka" Catalog

before deciding on your refrigerator requirements. No matter what type of refrigerator you require you will find just the right one in the Eureka line. Eurekas are used all over the world and are giving complete satisfaction everywhere. Prepare now for the hot Summer days by investigating our claim that the Eureka is the most scientific and dependable refrigerator obtainable.

Patents 1900, 1910, 1914
Write for catalog to-day.



EUREKA REFRIGERATOR COMPANY, Ltd.
OFFICES: 27-31 BROCK AVENUE **TORONTO**

Robinson's "Patent" Barley
and
Robinson's "Patent" Groats

have an enviable reputation and are constantly adding to their host of admirers.

Dealers stocking these well-known lines know that they mean sales all the year round.

A display of these wholesome foods placed where your customers can see them will pull results in keeping with their splendid selling record.

Always keep a full stock of Robinson's "Patent" Barley and Robinson's "Patent" Groats

MAGOR, SON & CO., Limited

30 Church Street, TORONTO — 191 St. Paul Street West, MONTREAL

AGENTS FOR THE DOMINION OF CANADA



You will realize what *real* "come-back" sales are like when you begin featuring this popular, high-grade tea. Minto possesses the delicious, palatable flavor which denotes a tea of superior quality.

We carry on no expensive consumer advertising. Instead, we put the amount of money it would cost to advertise it in this way into each package of Minto Tea.

Don't hesitate to recommend Minto. There's money and quality in every package.

Minto Brothers, 284 Church Street, TORONTO

CANADIAN GROCER

VOL. XXX TORONTO, APRIL 7, 1916 No. 14

Criminal Law as Applied to Commerce

Information on Commercial Transactions That Can be Easily Understood by the Retailer—Difference Between Breaches of Contract and Public Wrongs—Definition of an Offence—Persons Exempt From Punishment.

Prepared for Canadian Grocer by WALTER E. LEAR

EDITOR'S NOTE—An arrangement has been made by which a series of articles bearing on the legal phases of business will appear in THE CANADIAN GROCER. They will deal with the workings of the law as applied to commercial transactions, with particular regard to the retail business. Walter E. Lear, who will prepare the articles, is perhaps better fitted for this work than any other lawyer in Canada. As editor of the "Ontario Weekly Reporter," "Eastern Law Reporter," "Canadian Reports, Appeal Cases" and "Quarterly and Annual Digest Canadian Case Law" he keeps closely in touch with every legal development in every province of Canada. He has, in addition, written a number of books on legal questions which have been accepted as authoritative. Mr. Lear will write his articles for the lay reader and it is not claiming too much to say that, by following his explanations, readers of THE CANADIAN GROCER will be able to gain a clear insight into the working principles which govern the law in reference to business transactions.

Any questions concerning legal matters, sent by readers to us, will be answered by Mr. Lear through the columns of THE CANADIAN GROCER. This service will be entirely free, the only stipulation being that the name of the enquirer be given, though, of course, no names will be used in publishing the answers. It is important for inquirers to remember that, to get an accurate answer, it is necessary to give full information.

Registered in accordance with the Copyright Act.

Section 1.—Introduction

THE laws by which the rights of society are enforced, and the wrongs redressed, are but little known to the great majority of the community. Were it otherwise—were the honest portion of mankind more thoroughly aware of the distinction between civil and criminal wrongs, and the legal grounds upon which the latter are distinguishable from the former—the dishonest would find their attempts at the commission of offence less frequently successful.

To this ignorance is referable much of the litigation which occupies our criminal courts of justice; hence the obvious importance that every one engaged in commercial transactions should adopt the advice of that great judge and commentator, Blackstone:—"It is incumbent upon every man to be acquainted with those laws, at least with which he is immediately concerned."

And now, reader, in addressing you, I shall assume that you are engaged in commercial pursuits of one kind or another and that as such, whether merchant or tradesman, you are desirous of acquiring some practical information touching those laws with which you are immediately concerned.

I am aware that there prevails amongst the majority of the community a sort of instinctive dread that legal knowledge is wholly beyond the ordinary mind. True it is, the attainment of anything approaching to an intimate knowledge of law and its technicalities would, to persons engaged in commerce or trade, be a task as difficult as it would be useless; but the amount and nature of the information indicated by Blackstone, and about to be laid before the reader, is as comprehensible by persons of ordinary education and mental capacity as the first four rules of arithmetic.

As far as practicable I shall avoid the use of technical phrases, but some are so intimately interwoven with the subjects hereinafter noticed, that it will be impossible to wholly omit them. In reference to these, therefore, as they occur, I will give you such explanation of their legal signification as will enable you to appreciate their value and understand their application.

I have no doubt that you are familiar with the old axiom, that the law provides a remedy for every wrong. Accepting this as substantially correct, which you safely may, I dare say that you have often been puzzled to discover the particular remedy, in a legal point of view, applicable to a particular wrong; upon this point I shall endeavor to inform you as we go along.

Wrongs have been classified under the heads of private wrongs—such as breaches of contract—which, as you probably know, are capable of civil remedies only; and public wrongs or crimes—such as murder, arson, treason, and those offences which we are about to consider—for which the law provides penal remedies. Touching the graver crimes, such as those just mentioned—offences perpetrated for the most part under unanticipated circumstances over which we can have no control, and against which no precaution can avail—it is obvious that a knowledge of the laws by which they are redressed is, as compared to the offences to which the commercial community is mostly subject, of comparatively trifling importance. Hence, I do not intend to here deal with such crimes, but rather direct your attention to the special consideration of matters, a knowledge of which to you, as engaged in business, may be of import-

ance at any moment. But before we go further into the subject, it will be as well that you should clearly understand what, in the eyes of the law, constitutes an offence, and is consequently punishable.

Section 2.—What is an Offence?

An offence, then, is an act committed or omitted in violation of the law, to the injury of the public at large, for which the law provides some punishment or penalty, thereby indicating that the act done or omitted is regarded as a public wrong, for which the transgressor must make atonement to society. You may, therefore, safely pronounce any act or omission to which the law annexes penal consequences an offence, the punishment prescribed implying that the doing or not doing, of such act is a detriment or wrong to the public. And in reference to what act or acts constitute an offence, let me impress upon your mind that no act or acts or combination of acts will constitute any one of those offences about which I am going to treat, unless the acts be the result of, and are accompanied by, a fraudulent and corrupt intention. For example, if A takes your goods, with your consent, intending to pay you their value, but subsequently finding himself unable so to do, makes default, he does you a private wrong; whereas, if he obtains possession of your goods by some trick or artifice, with an intention, at the time, of never paying you, but wholly to defraud you of them and their value, the law treats this as an offence, and awards a punishment for its commission.

Section 3.—Parties to an Offence

It may be as well to now inform you that all persons who are present, aiding and abetting in the commission of an offence, are, by section 69 of the Criminal Code, equally guilty with the person who actually commits it, and by section 70 of the Criminal Code a person wholly absent at the actual commission of the offence is just as punishable as he whose hands perpetrate it, provided he has previously recommended, counselled, or assisted the actual perpetrator; in such a case he is called in law an accessory before the fact. By section 71 of the Criminal Code any one who receives, comforts or assists anyone who has been a party to an offence, in order to enable him to escape, knowing him to have been a party thereto, is also liable to punishment for being an accessory after the fact. By section 69 of the Criminal Code, accessories before the fact and aiders and abettors are declared to be guilty of the offence itself, and are charged as principals in the first degree.

Section 4.—Persons Exempt From Punishment

Generally every violator of the law is amenable to justice and punishable, but it is as well that we should here pause to inquire what exceptions there are to this rule, for I need not remind you that there are exceptions to every general rule. That the law exempts some persons from its penalties is well known. Reason, justice and mercy warrants every such exception, as I shall presently show you. Blackstone has well said that "the several pleas and excuses which protect the committer of a forbidden act from the punishment which is otherwise annexed thereto may be reduced to this single consideration—'want or defect of will.'" An involuntary act, as it has no claim to merit, so neither can it induce any guilt: the concurrence of the will, when it has its choice either to do or to avoid the fact in question, being the only thing that renders human actions praiseworthy or culpable; indeed, to make a crime complete and cognizable by human laws there must be both a will and an act. A fixed design or will to do an unlawful act is almost as heinous as the commission of it, yet as no temporal tribunal can search the heart, nor fathom the intentions of the mind otherwise than as they are demonstrated by outward actions, it, therefore, cannot punish for what it cannot know. And for this reason an overt act, or open evidence, is necessary in order to demonstrate the depravity of the will before a man is liable to punishment. So, now you see that to constitute a crime against human laws there must be, first, a vicious will; and, secondly, an unlawful act consequent upon such vicious will. Blackstone lays it down as a general rule that no person shall be excused from punishment for disobedience to the laws of his country, excepting such as are expressly defined and exempted by the laws themselves, and Sir William Russell has classified the exemptions from punishment under four heads, as follows:—1, Infancy; 2, Insanity and Idiocy; 3, Subjection to the Power of Others; and 4, Ignorance.

Sir George and Molasses Shipments

Replies to Montreal Board of Trade Communication Intimating That Montreal Importers Will Have to Take Care of Their Own Shipments

Montreal, April 4.—Sir George E. Foster, minister of trade and commerce, has written the Board of Trade here that Montreal importers of molasses could expect little aid from the Government, and, had better do as other importers had done, and make arrangements to get their own imports in. This letter was in reply to a communication from the Board of Trade which pointed out that importers of molasses from the West Indies were unable to secure freight accommodation, and asked that the Government take the matter up.

Sir George Foster, in his letter said:

"Your letter of the 23rd duly received with reference to the difficulty in importation of molasses into Canada.

"This, as you know, is owing to the fact that the usual method of transport for molasses from the West Indies to Canada has not been availed of by the importers for the present, and coming crop, owing, in part, to the scarcity of tonnage and that at the last moment they find themselves confined to the line of steamers running between the West Indies and Canada.

"This line of steamers appears to have had its whole space booked for many months ahead by exporters from the West Indies, and the four boats which it operates under contract are unable to move the amount of freight that offers, either in or out. The company, however, is doing the best it can with its vessels to accommodate its patrons.

"The Halifax merchants appear to have taken time by the forelock, and have arranged for their imports of molasses by chartering schooners. The St. John importers are trying to do the same, and the importers for the upper provinces do not appear to have taken that precaution, or have been unable to find vessels.

"Whilst the Government is desirous of doing everything it possibly can, it is difficult for it, under present conditions to find transport for importers.

"The Steamship Company is doing everything it can towards obtaining another vessel, for the West Indies route, but they find it very difficult to do so as some eighty per cent. of their available tonnage has already been commandeered by the British Government. It looks at the time of present writing as though the West Indian vessels could accommodate but a small proportion of the molasses import and that the importers will have to lay about them for means of procuring the necessary tonnage. In the meantime, whatever the Government can do in this will be gladly done."



An Easter window in which the Lily, emblematic of this particular season, plays a prominent part.

Easter Lilies Feature Trim

Suggestion For Display For Easter Week—Fruits and Vegetables Shown Among Flowers—Appropriate Time For Good Business—Appetites Formed For "Given Up" Foods in Lent

THE Easter Lily is frequently featured in Easter Window Displays of grocers. The illustration herewith shows how attractive a number of Easter lilies can make a window. The background is made up of the lilies, while the foreground is trimmed with various tempting fruits and vegetables. Canned goods are also displayed, the general effect being a very pleasing one to the eye.

With the Easter season only two weeks distant, the grocer should make his plans now for a good Easter display. There is certainly money in the window if it is properly used. Too many grocers are interested only in one or two special displays throughout the year, such as Thanksgiving and Christmas, and pay little or no attention to other appropriate times, when the window could be made a splendid investment. The Easter season is one of these times. Many people during Lent, which terminates with Easter, have refrained from eating certain goods, particularly meats and confectionery. When Lent is over they naturally have a sharpened appetite for cooked meats, bacon, sausage, etc., as well as confectionery, and any other article which they abstained from eating during the Fast season.

An Easter display, therefore, showing some of these goods, is bound to get attention if it is effectively arranged.

Apart from the window itself, there should be an Easter selling campaign put on by the retailer to make the most of this season. The week prior to Easter, and particularly a day or two before Good Friday and the Saturday following, should be worked to the limit to secure as much Easter trade as possible. Many grocers go in for fancy novelties, which help to sell the more staple lines. Displays in the window, on the counter, on tables, a newspaper advertisement, and personal selling talks all unite to make the most of any particular season. Show cards are essential to best results. The time to plan for this campaign is now. See that the most is made of the Easter season.

DEALERS and clerks are again reminded of Canadian Grocer's Easter Window Display Contest. All entries must be in by May 1. All that is required is photograph about 8 x 10 inches in dimensions of the Easter display, which must be the exclusive work of the dealer or his clerk. The contest is divided into two classes—centres under 10,000 population, and centres over that figure, the prizes being $5, $3 and $2 in each class, making $20 in all. Full particulars on another page.

Boosting Trade in Jams

Campaign Outlined in Store Conference For Going After This Trade Strong Immediately at Conclusion of Lent—Housewife's Supply Running Low, it Was Pointed Out—Display Table Used as Well as Window and Newspaper.

Sixth of a series of selling articles by A. H. HARVEY

AFTER conference reported last week on how to plan a successful campaign in cooked meats as soon as Lent is out, there was considerable talk in the store of John Brighton who initiated the idea, as to what would be the Chief's next move. It was therefore with no surprise that we saw the Kid—you will remember him as the small boy who ran errands—ambling down the floor apparently delivering a message to everybody. It came to me at last 'The boss wants you for a Conference at 5 o'clock' said the Kid.

Tweedie, chief clerk, was standing next to me, 'What does he want? we asked both at once.

'I dunno' said the kid as he withdrew 'but he's got some papers on his desk there about a selling campaign to boost jams and preserves, whatever that is.'

The kid vanished.

At 5 o'clock then behold the staff of John Brighton gathered around the Chief listening to his plans for boosting this particular trade. Everybody knows, said John Brighton after he had asked the bunch to get near so that they could hear his voice without making himself hoarse, "During Lent there are certain lines in a grocery store that are fairly quiet. For some reason or other nobody seems to want very much to buy jams, preserves and delicacies of that kind. However Lent will soon be out and following my idea of last week, I thought we might develop some ways and means of boosting this trade in jams and preserves just as soon as we get the first opportunity. That is directly Lent is over. What do you think?"

Nobody said anything, so the Chief went on: "Well, Harvey," turning to me, "have you got any ideas as to display first of all?"

I didn't say anything at once because frankly I didn't expect the Chief to pick on me so early in the game.

Table for Display Decided Upon

However, an idea I had read of in Canadian Grocer, which every grocery clerk who knows his business takes and is familiar with, had commended itself to me and I passed it on for what it is worth.

"How about using a rather unusual display by getting a small table down in front of the store and having a display of jams in some sort of an attractive form, possibly a series of pyramids?"

"The idea being," said Tweedie breaking in, "to have the display hit the customer in the eye as soon as he or she comes in?"

"Exactly".

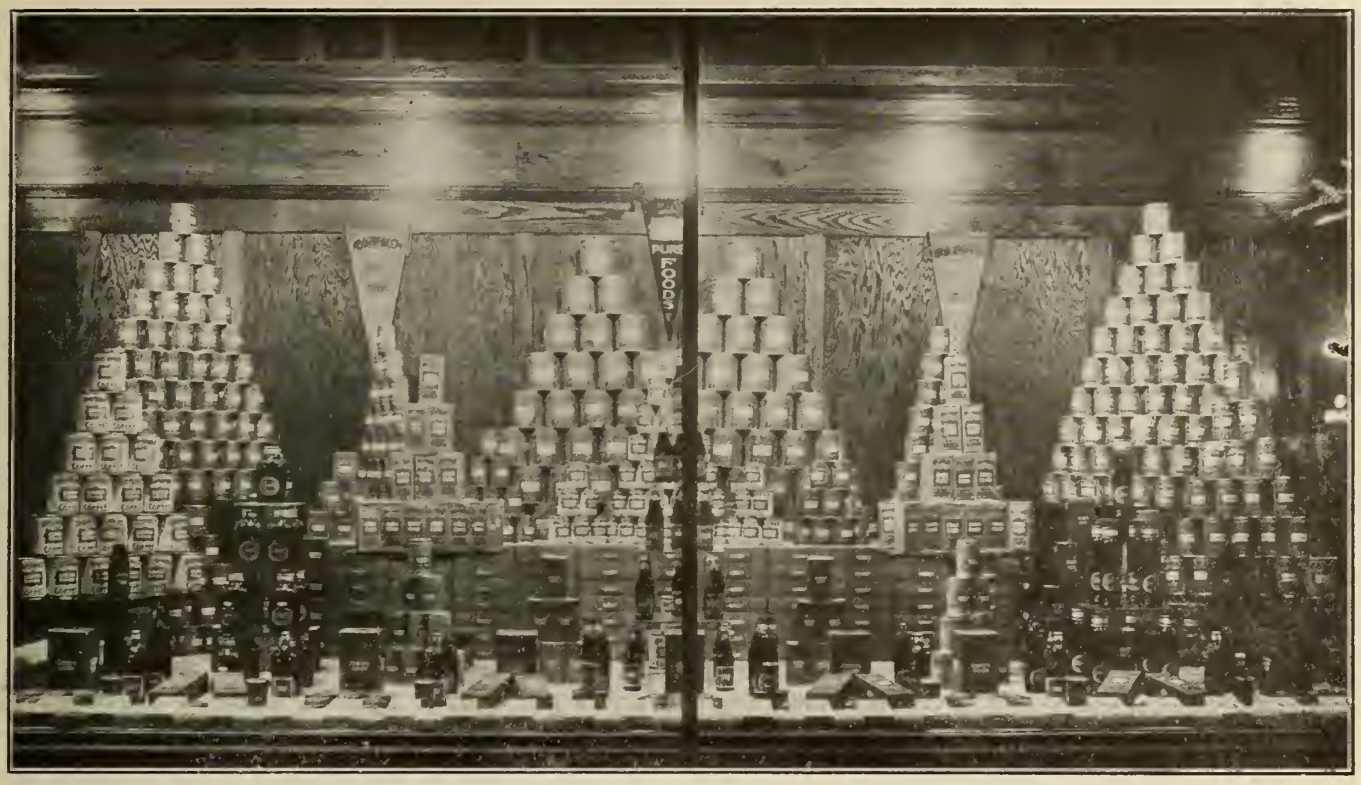
"Well that's a good idea Harvey", said Brighton. "We shall move away those other goods to the back of the store. This, of course you will bear in mind is not to be done until the time actually comes, that is the end of Lent but as in the case of last week's conference I like to get things planned ahead. We have had a pretty good display of fish including canned fish, all the way through Lent in the front of the store there. We have had some of the boxes on the floor and others on tables and tins on the counter. Why not clear all this as soon as Lent is out to the back of the store thus leaving the front open for the table display you talk of. Get that small table about 5 ft. sq., set it up nicely with paper or cheese cloths if you wish and then have the pyramids display of jams. Better make a note of that," he concluded.

Made It a "Jam" Week

He looked around at the bunch. "What about making some arrangement of this kind too with regard to the shelves. I propose giving say one week to this special display of jams—let's call it for instance 'Jam Week'—and why not during that time so arrange matters that you boys can go ahead and



This display shows an exceedingly neat and attractive trim of jams and preserved fruits. These goods lend themselves easily to display.



Canned fruits and preserved fruits in glass are featured here. This is an attractive trim that could be easily arranged.

remove a good many things from the shelves in the front of the store towards the back leaving a space free for display of marmalades, honey, syrups and dainties of that kind so as to link up with Harvey's pyramid display on the table in the centre of the floor."

"That's a good stunt," said Tweedie.

"Of course, Tweedie you will look after the window and carry out the same idea in that," went on the boss.

"I believe in rubbing an idea, if it is a good idea, well into people. I don't believe in the grocery business that you can do too much of the impressing process. The oftener you tell anybody anything you want them to know the more sure are they to be quite aware of it. You emphasize the strength of each of your individual displays, that is your unit display in the middle of the store, your shelf display, by having a window display as well, and you emphasize the window display by the other two displays. In fact the more times you hammer home an argument the more sure you may be that the argument gets there. So Tweedie, you will see to it that the window has a craker jack display of jam. Don't overload it but I don't need to tell you that, after the way you walked off with Canadian Grocer prize for window trimming."

Tweedie blushed modestly while the Kid who was standing by was overheard to say, sotto voice, "Some Trimmer."

"Then we will have the delivery rig advertising the idea of jam week by a colored well printed and well decorated poster on the side of the rig," went on the Boss. "I will see the drivers about this to-morrow.

The Personal Conversation

"Anybody else think of anything to help along our Jam week?" the boss asked.

"Seems to me," said Tweedie "that so far as we haven't mentioned a matter which is equally important to that of display and that is the personal touch with the customer."

"No," broke in Brighton.

"I think," said Tweedie, that we all should take our share in this. As soon as I get a customer in the store during the jam week, whether she came in to buy cheese or a broom, I intend to point out just as the various displays in the atmosphere generally will silently point out, that this is Jam week. Tactical questioning as to whether or not her supply of jam has run out—because it is about time that the home made supplies of jam do run out—should secure in most cases an order. I think the personal touch is important don't you?" He turned to Brighton.

"Tweedie has raised an important point there" said Brighton." This is about the time of course that people are getting through with their stock of home-made jam and we should be taking advantage of that and also of the fact that the time is just after the rigors of the Lenten season in pushing home this jam week to a very satisfactory conclusion. There is no doubt that the personal touch pays as all of you have found so many times before."

Didn't Overlook the Newspaper

"Well there is only one other thing," went on Brighton "and that is the matter of ads for the dailies. I will look after that myself. As in the case of last week's campaign, we will go ahead and get this jam week under way two or three weeks ahead of time. I want you all to concentrate, and to think over any new ideas and be ready a couple of weeks ahead with your plans well worked up for what you are going to do with this jam week.

"We have settled the matter of display by the table in the middle of the store, the shelves, the window and we have settled the advertising by the ads in the paper and on delivery rigs. Other things will occur to you. Keep the thing in your mind, keep on rolling and talking it over and we will make good on that jam week."

Brighton stopped talking and we felt we were dismissed.

"Mr. Brighton," said Tweedie, that evening, "certainly believes in taking time by the forelock."

"Yes" said I, "his other campaigns have turned out mighty well and this one will too. By the by," I said, turning to Tweedie, "that was a good idea about the way the housewife's stock of jams gets kind of low at this time of the year."

"Grey matter" said Tweedie touching his head, "grey matter".

And with that I went home to write a report of Brighton's latest campaign for Canadian Grocer.

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SERIES ON COMMERCIAL LAW

COMMENCING in this issue a new series has been started on "Criminal Law and Its Application to Commercial Transactions," prepared for THE CANADIAN GROCER, by Walter E. Lear, of Osgoode Hall, Toronto, barrister-at-law.

The articles will deal with the criminal law with particular regard to the retail business. This series should prove exceedingly valuable to our many subscribers throughout Canada. In addition to the series of articles, THE CANADIAN GROCER has made an arrangement whereby subscribers to THE CANADIAN GROCER can send in inquiries regarding legal matters, and they will be answered without cost to the subscriber. The only stipulation being that the subscriber must send in his name as an evidence of good faith. Names of inquirers will not be given when publishing answers.

SUPPLIES FOR DINING CARS

ABOUT this time of the year, several retailers in the larger cities derive good business, lucrative business, from the railroads, who are intent upon altering their menus for their dining cars. The last week in March and the beginning of April, the railroads place contracts to secure high-class eatables of all kinds for the cars. They make the break between winter and spring, entirely altering their lists of comestibles. For instance, they buy very high class imported fruits. Strawberries can now be had on the cars; a month ago this was not the case. Hothouse cucumbers may be set before you; a month ago, if you had asked the familiar "darkie" for them, he could not have supplied you. But at this time early lines are included in the bill of fare.

This is a profitable field for retailers in cities which are divisional points and important railroad centres. The traveling population must be fed; the feeders—the railroads—must be supplied. Why not see what there is in this railroad business for you?

GETTING STAFF CO-OPERATION

SOME splendid sentiments were run across recently in reading over the announcements of greetings of a large Canadian wholesale grocery house which had just reached its 36th mile post, to the staff members. Here are a few extracts:—

"The future success of the business depends absolutely upon the success of the work of the individuals identified with the firm.

"We ask every individual and want every individual to realize that his particular work is important. No person's particular work is unimportant. Everybody and everything matters in connection with the business of the firm. All are part of the machine, and success will be determined by the efficiency of each individual.

"Good work always makes itself felt, and everyone who does his work well, who performs his duties cheerfully, enthusiastically, and intelligently, will not be overlooked.

"Success must depend upon the measure in which we co-operate. The spirit of loyalty to efficient organization means co-operation in its widest sense. It makes us do our duty cheerfully, enthusiastically, and thoroughly. It leads us to bear a part of the other fellow's load and to help the other fellow who may be temporarily behind and needs encouraging. It leads all to check waste of time and material, to make the Company's interests one's own."

There is certainly a great deal of meat in this. There is not a phrase, or a sentence or a paragraph that does not express an uplifting thought—one that

strikes right home with a thrust that must make better employes for the firm in question. These are sentiments that might well be passed along by the proprietor of any store where there are a number of clerks. They are assuredly worth while.

SALMON SITUATION FIRM

ACCORDING to New York advices the Italian and French Governments have jointly placed orders with Pacific Coast packers for 400,000 cases of pink salmon. The information was received by them from confidential sources and has been confirmed by a high authority concerned in the deal.

Buying is in progress on the Coast in an attempt to fill the order, but up to the present it is stated only about 70,000 cases out of the total have been purchased. Such a heavy demand, with stocks of pink salmon available in comparatively small supplies, has caused the United States packers to advance their prices for the remainder of the order and negotiations are said now to be hinging on the price that will be paid.

A Canadian authority told CANADIAN GROCER last week that there were now no sockeye stocks available apart from wholesalers and retailers. There are some pinks yet in packers' hands, but negotiations with British buyers are progressing so that it is difficult to gauge the outcome. There will certainly be no lower prices and probably higher.

THE HOT STOVE HABIT

THERE is nothing to be said these days in favor of encouraging loafing of any kind in the grocery store. If the loafer is disposed to be talkative, he takes up the time of the grocer or of his clerk—time that might be spent to good advantage in arranging goods for better display effects or in forming plans for more effective service.

Whatever else the loafer may be, he is no asset to the grocer in the way of effecting sales. The soaker-in of good heat may be able to tell his auditors just what Kitchener or Jellicoe should do in arranging their forces for battle, but the grocer may depend upon it that he is of no use in the prosaic matter of securing good customers or of retaining those already secured. There is still another fact that tells against the lounger as a financial asset, and that is that the farmers' wives do not like him. They do not like his smoke. Still less do they care for his interest in their sales or in their purchases. Less still do they care for the remarks he will make to his associates when they have left the store.

Indeed the man who leaves his own fireside to hug the hot stove of the grocer has few friends that amount to anything. About all he can count upon is the dupe that good-naturedly harbors him to his financial loss in every way the matter may be looked at.

A grocery is a place of business. Its basis is the best of goods and service for value received. When the grocery has rendered this service to its customers it has served its end. Part of this service is to make the customer comfortable when he is in the store. The customer who is worth retaining has business of his own to attend to and when he has completed his deal at the grocery he may be depended upon to be up and doing in order that he may have the cash for succeeding orders. Every grocer does well to clear away from his premises all chairs and benches likely to become resting places for undesirables.

PUSHING THE SLOW-PAYS

IT is to be hoped that most retail merchants have their book accounts in good shape at the present time. The giving of credit was greatly curtailed during the year 1915, with the result that on the whole the retail grocery trade of the Dominion is in splendid condition, financially. Most retailers are able to meet all obligations in a very satisfactory manner. It is not out of place, however, to urge those who still have on their books accounts against slow-pay customers, to go after collections in a thorough manner.

The trouble with most merchants who have not proven successful in the matter of collecting from slow-pays is that they have followed a certain system rigidly and woodenly. They send out the same letters to everyone, stereotyped forms which proceed by gradual stages from courteous reminder, to stern threat. They never think to change them to suit individual cases. The debtor may be a man on whom threats would have no other effect than to strengthen his obstinacy and render his resolution not to pay adamantive. Nevertheless, the form letter, threatened suit, goes out.

Slow-pay customers differ as widely as people of any other class. There are obstinate and timorous, crafty and guileless, honest and dishonest debtors.

The many ramifications of human nature are found in full in this class. Is it any wonder, then, that the merchant, who tries to collect from every one of them, in the same way, is going to get left in a great majority of cases?

In the case of some debtors who are apparently hopeless cases, it is a good plan to use the forms supplied by retail merchants' associations. Very often payment or part payment of accounts can be secured by this method.

EDITORIAL NOTES

THE CUT-PRICE game is wearing out. Give customers good goods and good service at profitable prices and let the other fellow take the skim-milk with his cut prices.

* * *

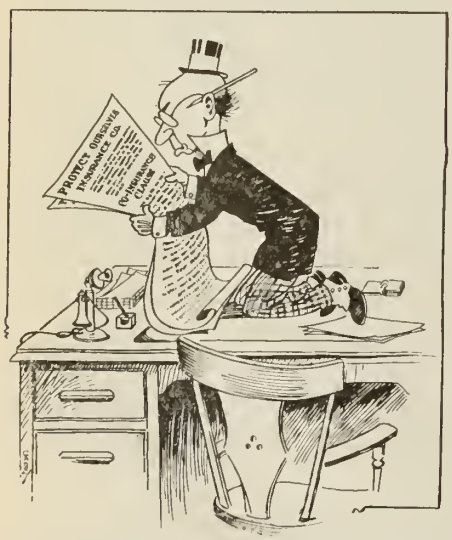
A COMPETITOR is not necessarily an enemy. He can be your friend and likely will if you treat him the way you would like to be treated yourself.

Avoid the Co-Insurance Clause

Need for Expert Advice—Co-insurance Clause Plays Into Hands of Companies — Merchant Should Notify Company in Writing in Case of Fire—Desirability of Eliminating Unnecessary Permit Clauses.

Written for Canadian Grocer by J. O. Garfield.

MERCHANTS are just beginning to realize the necessity of taking a live interest in the matter of fire insurance. In the past they have for the most part been somewhat indifferent about the subject. They treated the insurance companies with too great a trust—put too much faith in their good intentions. When a fire came they realized that the company was out to do for itself the very best it could. If a few dollars could be whacked off here and there from the amount they would be called upon to pay they were on the job to do the whacking. It was a business proposition with them. They will pay out as little cash as possible. They are not handing over the keys of their treasury to the man who may be unfortunate enough to have a fire. The attitude the company sometimes assumes when a fire occurs is: "Another fire, eh? Well, here is where the wolves will want to replenish their larder from our storehouse. Guess we better lock up the safe." And they proceed to lock up the safe. In some cases a crowbar or a charge of nitro-glycerine would scarce avail to open it. When the merchant comes to examine his policy he perhaps finds an interpretation placed on it that he had not expected. He had been too indifferent about the whole matter. He formerly looked on the insurance company as a sort of big-brother philanthropist, and treated them with a child-like trust and simplicity. "I have my policy. I can hold them to the terms of that,"



The services of an expert, who will minutely and painstakingly examine the policy, should be secured.

he assured himself and let the matter rest there.

That is the trouble: he takes too much for granted, and when the policy comes to be interpreted he often finds it is other than he supposed it was. Against the merchant is pitted some of the keenest brains in the insurance business. It is their business to see that their interests are looked after. That is what they are paid for. They are paid to make the business of insurance pay for their companies. It would not be good business policy on their part to turn over the keys of their treasury to all who may happen to have a policy with them. When a fire comes they immediately become of the Missouri type: "Show us why we should pay—and, of course, we will pay. But until you do—nay, nay."

It is good business policy then for the merchant to have some one examine his policies who knows as much about insurance as the men who sold it to him. Services of such men can be secured. They are known as adjusters, and act independently of the insurance companies. They are men who have made a study of the insurance game. One of the delegates at a recent merchants' convention expressed the matter succinctly when he said: "I think our policies should be placed in the hands of some one who knows more about the insurance business than we do. Our business is the conduct of a retail business. We do not profess to have anything but a meagre knowledge of the insurance game. It is good business policy on our part to see that our interests are safeguarded. We can often save hundreds of dollars by getting this advice at the right time. It should not be left until after the fire. The time to get it is before the fire." But retailers should be careful that the adjusters are competent.

Should Notify Company of Loss

An expert on the insurance business states that one of the first things a merchant should do is to notify the company of loss. This, of course, should be the first precaution after the very necessary step of seeing that the policy is all right and that the company is a reliable one.

Some merchants have found to their financial loss that notification to the agent of the company is not sufficient. The law requires that notification must be sent to the company in writing. Notice from the agent in your own town is not considered notice from the one insured. There are a few very essential points that the merchant should observe in order that his case may get a hearing at all. This is one of them. If a company is not notified that there has been a fire, can it be presumed that they know? This is a matter that it does not take an expert insurance adjuster to attend to. It can safely be left in the hands of the merchant. But it is very necessary that he know the requirements of the law with respect to the matter.



The average merchant takes it for granted the company will say: "Another fire, eh? Well, here is where the wolves will want to replenish their larder from our storehouse. Guess we better lock up the safe."

Save Everything Possible

It has been the custom of many merchants in the event of fire to walk out of their stores and leave the goods. They were of the opinion that their policy protected all their goods, whether damaged or not. An expert on insurance recently pointed out that the policy covers only the actual loss on goods. He is of the opinion that a merchant should take every possible precaution to protect his goods. It is advisable that he assist in every way to get the goods out of the burning building. It is wrong to presume that the insurance companies want the goods. They do not. The merchant, if he is wise, would save as much as possible. Any goods that are damaged or stolen after they have been removed would then be chargeable to the insurance company.

Danger in Co-Insurance Clause

A particular which very often results in disaster for a merchant is the inser-

tion of the 80 per cent. co-insurance clause. Too much care cannot be taken by a retailer with respect to this clause. Some experts advise having it cut out altogether. They point out that it is one of the biggest assets which the insurance company has.

The co-insurance clause is a contract by which the insured agrees to keep insured to the extent of at least 80 per cent. of the value of the property. If he fails to do so, he himself must stand for any loss which would have been paid through the insurance he should have carried in excess of the amount he actually did carry.

As an instance. A merchant has a thousand dollars' worth of stock and insures it subject to this 80 per cent. clause. Later in the year his stock increases to $1,500, but the merchant neglects—perhaps only for a day or two—to increase his insurance. Then the fire comes. The loss and damage amount to $600. The merchant, under the co-insurance clause, should have had insurance to the extent of 80 per cent. of $1,500, or $1,200. Instead of that he has only 80 per cent. of his original $1,000, which is $800. The insurance company, therefore, according to the terms of the clause, is only compelled to pay eight-twelfths of the loss of $600, equalling $400. The merchant must himself stand the other four-twelfths of the loss, $200. That is, the company will pay only the same proportion of the loss that the insurance carried bears to the value of the property.

Of course, one of the inducements held out by the insurance companies for a policy with a co-insurance clause is a lower rate. The chances for them to be the winners through the clause are by far the greater. It is usually in that odd day or two before the merchant places the additional insurance that the fire occurs. Straight insurance may be a little higher in cost, but there is greater security in it. The co-insurance clause is possibly all right if a fire never occurs. But then who can tell when the fire is likely to occur?

Policy in Broad Terms

Merchants should see to it that their policy does not name articles too specifically. It should be broad and general in its enumeration of the stock insured. A clause, such as "goods, wares and merchandise, and such articles, as are commonly carried in a general store," is the best specification. There is always a chance that the insured can be tripped up when there is an attempt made to cover all the articles minutely.

Minimize Number of Permits

It is a good plan to keep the number of permits named in the insurance policy down to the minimum. Only where there is a contravention of the insurance law in the keeping of certain goods is there necessity for securing permits from the company. The merchant should take the trouble to find out just what he is allowed to keep on his premises without a permit. As an instance, the insurance law provides that he shall not carry more than five gallons of coal oil without a permit. It is also necessary to have a permit to carry more than five gallons of lubricating oil. The merchant is advised by experts not to have a large number of permits inserted in his policy. Only those that conflict with statutory provisions should be provided for. Some of the things for which he should make provision are:

(1) If a dealer keeps coal oil or lubricating oil in quantities exceeding five gallons.

(2) Any quantity of gasoline and benzine kept on the premises must be set forth.

(3) If any of the store furnishings, such as cash register and other articles of a similar nature are held under a lien or agreement of sale the policy should read: "In the event of the property hereinbefore mentioned being held under royalty, lien, or sale agreement, this insurance shall be held to cover the vendor and vendee."

(4) The question of the dealer's title to the property or stock should be looked after. A clause should be included which will read, with respect to the property, "owned or held in trust," or "on consignment."

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A peculiar fact when taken in conjunction with the present ship shortage has been the return of the S.S. Missanabie from Liverpool to St. Johns', N.B., with part of her original Canadian cargo aboard. It is stated that this condition of affairs was caused by the strike of dock laborers in Liverpool and the additional fact that the boat was under contract to take troops aboard at St. John by a certain date.

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HELPS TO OVERCOME DIFFICULTIES

MacLean Publishing Co.

Gentlemen:—Herewith you will please find enclosed the sum of $2 in payment of my subscription to the CANADIAN GROCER. Might say I am well pleased with the paper and would not do without it at any price. I find it a great help in overcoming some of the difficulties we merchants experience. Besides, the pointers on market prospects are a great help.

Wishing you every success,

G. E. McWHIRTER,

Redwin, Ont.



Garfield Stevens.—Members of the staff of Jones & Schofield, wholesale grocers, St. John, N.B., assembled last week to do honor to one of their number who has donned the King's uniform. On behalf of the staff, S. A. Jones, senior member of the firm, presented to Garfield Stevens a handsome gold wrist watch. Mr. Stevens has enlisted in the 115th Battery.

J. J. MacKinnon, salesman for H. G. Smith Limited, wholesale grocers, Regina, Sask., has enlisted. This makes the third salesman and the eighth member of the staff who has joined the colors. Mr. MacKinnon covered southern Saskatchewan for many years for H. G. Smith Limited.

Jack Near, grocery clerk for a number of years for W. R. Butcher, St. Mary's, Ont., has joined the Tiger Battalion, Hamilton, Ont.

SERVICE DEPARTMENT

The Canadian Grocer:

Gentlemen,—We notice by an article in your paper that there is likely to be quite a demand for pure maple products.

Kindly let us know how many pounds there are in a standard gallon of maple syrup.

A. B. CARSCALLEN & CO.

Tamworth, Ont.

Editorial Note.—Re your enquiry regarding weight of a standard gallon of maple syrup would say that an Imperial gallon of maple syrup would weigh 13 lbs. and 2 oz., but there are none of these on the market. Instead syrup is offered in wine gallon (U. S. measure) tins which are usually about 10½ lbs.

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TO CLOSE AT 7 P.M.

Edmonton's retail grocers are petitioning the city council for an amendment to the early closing by-law. The grocers want to close their stores at 7 o'clock each evening, except Saturdays and the day preceding public holidays. The petition before the council is a lengthy one, signed by practically all the grocers, and even the big stores, too, have appended the signatures of the managers, 103 names in all. The petition has the endorsation of the newly organized Edmonton Retail Grocers' Association.

Practical Articles for Spring Number

Editorial Representatives Get in Touch with Many More Big Successful Retailers —The Methods of Increasing Business and Looking After Progress of Business—A Few Important Articles Reviewed.

ANNOUNCEMENT was made in last week's issue of a few of the articles already prepared for the Annual Spring Sales Number of Canadian Grocer, to be issued April 28. Since then editorial representatives have been out through the country again, and several other good articles are prepared or are in course of preparation. As already intimated, every article in the Spring Sales Number will be of a practical character. Readers can look forward to a bright, snappy, ginger-up, Spring tonic number that will surpass the high standard set for Spring Numbers of the past.

During the past week a large grocer and provision dealer doing a business of more than $80,000 a year was interviewed for his experiences and methods for building up business. An editorial representative spent more than two hours in his store getting ideas, locations of various departments, including grocery, meat, fruit and vegetables, confectionery, cigar and tobacco department, etc. This will be one of the finest articles in the Spring Number in view of its highly practical character and it will be illustrated by window displays, views of the interior, the layout of the different departments. This particular grocer started in business between 23 and 24 years ago and has made a big success. This is a typical Spring Number article and is one among many which has already assured the Spring Sales Number as a merchandise issue unsurpassed.

COMPLETE BOOKKEEPING SYSTEM

Typical of another class of article in the Spring Sales Number is one from a large and successful dealer who has worked up a most efficient system for keeping close tab on his business. This merchant has daily forms showing sales of each member of the staff in both his grocery and meat department, also forms showing monthly and yearly sales, so that he has always at his finger-tips information on the progress of the business. Not only that, but at the end of each month his bookkeeper summarizes the month's business in both groceries and meats and compares them with the sales in the corresponding month of the previous year, thus providing him with his total increase for that particular month in business. This article will appeal to everyone interested in closer relationship with the detail of the business. Actual forms showing the system in use will be reproduced so that the reader can follow the system with facility.

INTERIOR LAYOUT REVERSED

Still another story deals with a new idea in interior arrangement. Usually the grocery store is equipped with counters down the side with shelving against the wall. This particular store is different. There are no counters along the side and no shelving on the wall. In fact, this store provides almost the counterpart of the usual layout of a grocery store. The various departments will be described and located and the article, will, of course, be illustrated with an interior view.

These are but a few more of the articles prepared for the Spring Sales Number of April 28. This is an issue which every grocer will want to file for reference purposes, as it will contain plans and methods of increasing business, as well as window displays, store interiors, bookkeeping systems, etc., which are bound to be referred to from time to time during the summer months as plans are being worked out for summer trade and future expansion.

We can confidently state that the Spring Number this year will be one of exceptional merit from the standpoint of the editorial matter.

THE EDITORS,

April 7, 1916.

Effect of Enlistment on Business

A Big Problem for the Manufacturers of Groceries—Information the New Clerk Requires to Sell Intelligently the Different Brands of Foodstuffs.

MANUFACTURERS of groceries who are facing the problem of securing and training new workers to replace those enlisting from office and factory should remember that retail grocers also are losing many of their experienced clerks from the same cause.

This is very important to you, as these enlisting clerks have been your salesmen for years. They have sold your goods to their customers. They know the merits of your lines and the best methods of selling them. But they are taking all this valuable selling knowledge into the army.

The new, inexperienced clerks who are replacing those enlisting will know very little about your goods, and you are liable to suffer from this condition, because you must depend upon retail clerks to sell to the public.

These new clerks should be informed at once about the best features of your goods, and they can be so informed if you act on the suggestion we have to offer.

This suggestion is that you use the advertising pages of The Canadian Grocer to post these new clerks on the merits and selling points of your goods. Most of the better grocers in Canada are paid subscribers to this paper and they and their clerks read it carefully every week.

Consider a regular advertising campaign in The Canadian Grocer, beginning with a good advertisement in the Spring Sales Number, to be issued on 28th April. Write at once for further information and rates.

ADVERTISING MANAGER
The Canadian Grocer



THE CLERKS' PAGE



When Men Begin to Fear

Failure is Largely a Disease — Only One Way to Acquire Anything in the World—How to Win the Prizes of Life

WHAT we get in life we get by the law of attraction. Like attracts like. A poverty-stricken appearance draws you toward poverty. If you don't look prosperous, assume a prosperous appearance at once. Whatever you may have managed to get together in this world you have attracted by your mentality. You may say that you have earned these things, that you have bought them with your salary, the fruit of your endeavor. True, but your thought preceded your endeavor. Your mental plan went before your achievement. The mental plan always goes first; the vision before the reality.

The text, "He that hath a bountiful eye shall be blessed," is the expression of a fundamental truth. The pictures you make in your mind's eye, the thoughts you harbor are day by day building your outward conditions.

Increase Your Power

The more you think and visualize favorable conditions the more you increase your power to realize them. You make yourself a prosperity magnet. This is its law. But if you allow yourself to hope one day and to despair the next, you are demagnetizing yourself as fast as you magnetize. You are destroying the pulling power of your prosperity magnet. You are neutralizing its affinity. You are making it a poverty magnet. Apparently you are trying to get something, while most of the time your mind is working in the opposite direction and driving it from you.

We are so made up that about all we get in life is the reflex of what first flows out from us.

If you are sending out a perpetual poverty current, a doubt current, a discouragement current, it does not matter how hard you may be working in the opposite direction, you will never get away from the current you set in motion. The sort of thought current you generate will flow back to you. The poverty current will never bring back the supply current; it will bring back more poverty. The failure current will not bring back success; it will bring more failure. This is a law.

Make Yourself a Magnet

You must think in a positive, determined way that you are going to succeed in whatever you desire to do or to be before you can expect success. That is the first condition by which you can make yourself a magnet for the thing you are after. It doesn't matter whether it is work, or money, or a better position, or health, or anything else. Your thought about it must be positive, clean cut, decisive, persistent. No weak, wobbly, "perhaps-I-may-get-it," or "maybe-it-will-come-some-time," or "I-wonder-if-I-shall-ever-be-this,-or-if-I-can-do-that" sort of thought will ever help you to get anything in this world or the next.

When young John Wanamaker started with a push-cart to deliver his first sale of clothing, he turned on a positive current toward a merchant princeship. As he passed big clothing stores he pictured himself as a great merchant, owner of a much bigger establishment than any of those he saw, and he did not neutralize or weaken this thought current by doubts or fears as to the possibility of reaching the goal of his ambition.

Power of Thought

Most people think too much about blindly forcing themselves ahead. They do not realize they can, by the power of thought, make themselves magnets to draw to them the things that will help them to get on. Wanamaker attracted to himself the forces that make a merchant prince. Every step he took was forward, to match the vision of his advance with its reality. If the young man had been satisfied with himself at the start he would have remained in his first little store in Philadelphia, and would never have become one of the greatest merchants the world has seen.

Failure is largely a disease. When men begin to fear, begin to worry, begin to be haunted with a foreboding that they are going to fail, they invite the very condition they fear. It is a mental law that whatever is held in the mind becomes the life pattern, and the life processes build in accordance with the design held up to them.

We are what we are largely through auto-suggestion. Our fears, our anxieties, our doubts, our discouragements, our despondency, all the enemies of our success are daily woven into the pattern of our lives. Why do we allow those enemy thoughts to have any part in our plans, in our life weaving? We can think what we will. We can open or close the gates of our minds to any thought, suggestion or emotion, beauty or ugliness, love or hate, poverty or opulence. What we shall or shall not think is purely optional with us, but the result of our choice is decisive and determines our destiny.

Someone has said that no one even went to jail or to the poorhouse who did not attract the jail or the poorhouse to himself. A lifetime of observation and study of the question has convinced me that people who make miserable failures of their lives as a rule expected to do so. They had such a horror of the poorhouse, they lived in such terror of coming to want, that they shut off the very source of their supply. They had so warped their minds that they could see nothing ahead but poverty. They wasted the precious energy which might have been utilized in happiness building, in expecting, dreading and preparing for the dire things that might come upon them, and according to the law they got what they dreaded and feared.

Competing for Prize

How often we hear people who have entered for a prize contest remark: "I am going to compete for the prize, but I know I shan't get it. Of course it would be foolish to think that I would be the only one out of thousands to succeed in winning the prize, but I am going to make a try for it."

Now, if you are going to win any of the prizes of life you have got to fling yourself into the contest for all you are worth. No half-hearted decision, no divided effort will do. You have got to be "all there," and you have got to believe you are going to win the prize. Every time you express a doubt of your ability to win you make your success so much less likely; you really rob yourself of so much efficiency.

(Continued on page 36.)



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec and Maritime Provinces

F. A. Dorion who has been in England on a business trip, for the butter and cheese firm of Olive Dorion & Stroud has returned to Montreal.

Thomas L. Bowes, who has for six years conducted a retail grocery store in St. John, N.B., died on March 25 after a brief illness. In his earlier days, when ship building thrived in New Brunswick, Mr. Bowes was actively connected with this work.

Owing to the high and steadily rising prices of such raw materials as molasses, sugar, shortening, spices, etc., biscuit manufacturers in St. John, N.B., announce an advance in selling price of half a cent a pound on all biscuits except soda biscuit in cartons.

There is a movement on foot in St. John, N.B., this spring to introduce the daylight saving scheme for the summer months. The usual arguments regarding the advantage of having the extra hour of daylight at the end of the day instead of in the early morning are being advanced, and promoters are hoping to secure better results than have rewarded their efforts in other years. The change would be of more importance to the retail grocers than to almost any other class in the community as they keep their stores open half an hour later than any of the other retail business places.



R. H. HARLEY, London, Ont.,
Re-elected secretary of the Retail Grocers' Association of the Forest City.

The Montreal Board of Trade is sending another delegation to Ottawa to wait upon Sir George Foster in connection with Government aid in getting molasses into the city from Barbadoes.

Alexander Ross assistant manager of the tea department of Chaput Fils & Cie, Montreal, died on April 2, at his home in that city. Deceased was twelve years with John Duncan & Co. before entering the service of his late employers in 1909, with whom he has been for seven years.

The annual meeting of the shareholders of Hudon Hebert & Cie, wholesale grocers of Montreal was held April 3, at their offices there. The statement for the fiscal year ending Jan. 31, was submitted to the shareholders by the board of management and was considered highly satisfactory especially in view of the fact that war was on and depression had been general in the past.

Ontario

Mabel Gibson, of Toronto, grocer, has discontinued business.

E. C. King, of Ottawa, grocer, is retiring from business.

William E. Detlor, flour and feed merchants of Bancroft, Ont., has sold to Strudwick & Dilyea.

Mrs. Geo. Teir has opened a grocery store on Wharncliffe road, London, Ont.

Wm. Carfral has opened a grocery store on Briscoe street, London, Ont., in the store lately run by C. M. Newans.

Wm. Stephenson, who has conducted the James Falkner grocery, Lorne Ave., London, Ont., has sold to M. A. Young.

The delivery wagon of W. A. Palmer, grocery, Hamilton road, London, Ont., was badly damaged by a runaway on March 31.

The Standard Grocery, owned and conducted by Mr. H. Goldenbury, Hamilton Road, London, Ont., has been bought by J. T. Brooks of that city.

James Cummings, miller, of Lyn, Ont., while driving from Lyn to Brockville was struck by a G. T. R. express on a crossing three miles west of Brockville and was instantly killed.

The partnership heretofore existing between H. N. Kittson, H. C. Beckett and Jas. T. Gillard, under firm name of W. H. Gillard & Co., wholesale grocers, Hamilton, Ont., has been dissolved, H. C. Beckett and Jas. T. Gillard continuing under same style. The change took effect April 1.



THOS. SHAW, London, Ont.,
For the tenth time re-elected treasurer of the London R. G. A.

The spring meeting of the Norfolk Beekeepers' Association was held March 23rd at Simcoe, Ont. About 25 members of the association were present. R. M. Taylor, of Port Dover, gave an address on "Spring Management." He emphasized the necessity of having the bees in good condition in the fall. The question of "Bee Diseases" was discussed by C. W. Challand, of Renton. Mr. Kingsmill, assistant to Morley Pettit, Ontario Agricultural College, Guelph, gave a description of the treatment of European foul brood.

Western Canada

R. J. Martin, of Erinview, general store merchant, is succeeded by Emily McBrien.

Swartz Bros., Vancouver, wholesale produce, have moved from their old home to much larger quarters next door, which were lately vacated by the Budd-Olmstead Company.

The death occurred in Calgary of James Frizzle, one of Calgary's old-timers, who is especially well-known in the East Calgary district. The late Mr. Frizzle was 71 years of age, and his demise will be widely regretted. The deceased, who has been in the city for over 12 years, was connected with the grocery business, having conducted a store at 1412 Tenth avenue east.

Rice Firm and Advancing

Sugar Market Strong and Further Advance Looked For—Teas Up in London—Strong Situation in Beans—Canned Goods in Brisk Demand.

Office of Publication, Toronto, April 6, 1916.

AFTER a period of prolonged easiness, not to say dullness, the grain market has advanced sharply. This is evidenced in the increased price of No. 1 Northern wheat, in store at Fort William, which has jumped 10c within a week. At the time of writing there is a slight reaction, but this is thought to be only temporary. The better state of the wheat market has influenced business for flour and feeds, both in Manitoba and Ontario. This latter particularly was bullish and advanced 10c. Export business, which was hit pretty hard because of the unfortunate situation in freights, is reviving, and cables are materializing into orders. Ocean freights are somewhat easier and this all helps. Domestic demand is also strengthening somewhat. This applies also to feeds, and in the three major feeds an advance of $1 each is recorded. Oats are strong and Ontario oats have actually advanced during the week. Thus the grain market is in much better shape than it was a couple of weeks ago. That is to say, it has gained more strength all round.

Trade and public will alike be glad to learn that several lines of fresh fish are now making their appearance and are attracting purchasers. Flounders are coming in from New York. Fresh caught sea salmon from British Columbia is arriving in small quantities and white fish from Lake Erie of excellent quality is coming. Roe shad from New York, though somewhat high-priced, will appeal to the high-class trade. Fresh haddock and cod, although somewhat scarce, are coming along, so that the fish market has a good deal to offer at this time. Business has been exceptionally good in the fish market during the past two or three weeks. In fact dealers agree that they have never seen better Lenten business.

Another line which has advanced all through the West and which may be expected to do so in the East is twine. This is not a comestible, but nevertheless is an important article in the grocery store. This is the second advance in twine and strong since the beginning of the war.

New-laid eggs are now so plentiful in all parts of the country that prices are sinking and the competition is now not so much between the American egg and the Canadian product as between dealers themselves who are buying eggs from the country. Supplies are coming in amply and although there is a big consumption there is now sufficient revenue to provide for an easy market. Declines are registered this week in all markets through the country of 1, 2 and 3c. Poultry on the other hand is much higher and there is a consistently good demand apparently in large centres. Naturally, there is not very much stock coming into the market at this time and what is is taken up pretty well. Markets are reported bare of turkey and also finding an exceptionally good demand for chicken.

Rice market is on the up-grade this week.

Markets in Brief

QUEBEC MARKETS.

FRUIT AND VEGETABLES—
Strawberries and apples down.
Oranges and grape fruit up.
Celery, endives and lettuce up.
Tomatoes firm.

PRODUCE AND PROVISIONS—
Roast ham up 3c.
Pork products all firm.
Butter firm and eggs easy.

FISH AND OYSTERS—
Frozen stocks low.
Fresh fish in demand now.

FLOUR AND CEREALS—
Flour firmer.
Winter wheat flour steadier.

GENERAL MARKETS—
Rice 10 to 30c higher.
Beans strengthening up.
Canned goods stronger.

ONTARIO MARKETS.

FISH AND OYSTERS—
Roe shad selling.
N.Y. flounders in.
Boston halibut coming.
B.C. sea salmon in.
Smelts about done.

FLOUR AND CEREALS—
Advances in feeds.
More strength to flour.
Ontario up 10 cents.
Oats are strong.

PRODUCE AND PROVISIONS—
No change in meats.
New laids lower again.
Butter much stronger.
Poultry sharply higher.
Cheese unchanged.

FRUIT AND VEGETABLES—
Navels are up.
Celery is down.
Strawberries little lower.
Grapefruit sells well.
Root vegetables selling.

GENERAL GROCERIES—
Rice firm and advancing.
Tea slightly higher.
Bullish sugar market.
Molasses very strong.

MANITOBA MARKETS.

FLOUR AND CEREALS—
Quietness all around.
Flour remains at $6.20 bbl.
Cereals moving slower.
Good local feed demand.

PRODUCE AND PROVISIONS—
Hogs make another record.
Live hogs bring $10.75 cwt.
Big advance in pure lard.
Meat products quoted higher.
Egg prices dropping again.
Butter market still weak.

FRUIT AND VEGETABLES—
Little new stuff arriving.
Strawberries now $4 case.
Cauliflowers offered $2.50 case.
Potato situation unchanged.

FISH AND POULTRY—
Live poultry still scarce.
Old hens bringing 20c lb.
Finnan haddies still scarce.
Fresh halibut selling 12½c lb.

GENERAL GROCERIES—
Canned goods going up.
Imported stuff stiffening.
Pickles and vinegar advance.
Scotch marmalade higher.
New prices on peels.
Confectionery lines dearer.
Further advance in sugar.
Higher prices on cane syrups.
Dried fruits firming again.

Quebec Markets

Montreal, April 5.—Report of volume of sales have continued to be unusually favorable for this time of year, and indications are that opening of navigation, however beneficial, is not any longer lookedup on as a necessary adjunct to spring business. Embargo and freights continue to be factors of chief importance, although actual operation of the embargo here has been materially lightened by special treatment of individual cases by railroads. Bad roads in the country, following the late mild weather, have tended to restrict trade in country lines. Freights are assuming new and added importance locally in view of large numbers of boats destroyed lately in various theatres of war. The Government proposal to aid the molasses

shippers has materially helped the feeling in local circles. Firmness continues to characterize most lines. The continual advance of unparalleled freight rates and interference with arrival of supplies tend to increase this feeling.

Sugar remains unchanged from last week in refined product here, although an advance of 10c has occurred in the American market. Both cane and corn syrup are in a much stronger position. The former has advanced in price, and the latter goes into consumption as fast as it is made. The market for molasses depends upon arrival of small lots, which are immediately absorbed. Rice has advanced from 10c to 30c per cwt, according to grade, and firmness continues in market. Canadian Vermicelli are up ½c on 5-lb. boxes and ¼c on 30-lb. boxes, and lamp burners are up 10 per cent. A good run of sap is reported on the maple market. Pure lard and compound are developing further strength. Spring and winter wheat flours are firmer. Strawberries and apples are down, and oranges and grapefruit up.

SUGAR.—Prices for refined remain unchanged on market, which has steadied, although the price difference of 30c noted last week still remains in effect, and is said to be due to the fact that the securing of large Government contracts have caused some refiners to withdraw from the market temporarily while surplus orders booked at old prices are being filled. American refiners are selling at from $7 to $7.10, and raw Cubas are being held at 5c, with a trifle less than that recorded as going price in the few sales reported. Condition of raw market is expected to govern final price here, for if the raw should go up, the higher range of prices, which are quoted here, would be likely to go into effect, while on the other hand, if raw should drop, prices might be expected to fall to the lower level. Retail buying is largely of a hand-to-mouth order, although some large sales are recorded that indicate confidence in market.

Cuban stock of raws is said to be accumulating in New York, but the acute shipping situation and the European demand in that market continue to offset this factor in the market.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	7 45
20 lb. bags	7 55
2 and 5-lb. cartons	7 70
Extra Ground Sugars—	
Barrels	7 80
50 lb. boxes	8 00
25 lb. boxes	8 20
Yellow Sugars—	
No. 1, 100 lb. bags	7 05
Dark yellow, 100 lb. bags	6 85
Bright yellow, bbls. only, cwt.	7 30
Powdered Sugars—	
Barrels	7 60
50 lb. boxes	7 80
25 lb. boxes	8 00
Paris Lumps—	
100 lb. boxes	8 05
50 lb. boxes	8 15
25 lb. boxes	8 35
Crystal Diamonds—	
Barrels	8 05
100 lb. boxes	8 15
50 lb. boxes	8 25
25 lb. boxes	8 45
Cartons	8 65
Half cartons	9 15
Crystal Dominoes, cartons	8 75

MOLASSES AND SYRUP.—Market continues unchanged in price and other chief features with stock on hand a negligible quantity in the situation. Demand for molasses takes into immediate consumption every puncheon as fast as it arrives on the market. Firmness characterizes the market in conjunction with continued difficulty of getting supplies. An easier undertone is apparent since the announcement that the Government has made arrangements for at least one ship load of molasses to this market.

Cane syrup shows advances all around owing to the large increases in sugar prices and the shortage in molasses, which have reacted on this line. Cases of 2 dozen 2-lb. tins are now offered at $4.80 per case; barrels at $5.45 per 100 lbs., and half-barrels at $5.50. The corn syrup market is rapidly approaching the same condition as exists in the molasses market, and some factories are reported as going to close on account of lack of raw material on which to run. There is an abundance of inquiries, but a lack of supplies on market.

	Prices for Fancy. Island	Choice. of Montreal.
Barbadoes Molasses—		
Puncheons	0 55	0 47
Barrels	0 58	0 50
Half barrels	0 60	0 52

For outside territories prices range about 3c lower.

Carload lots of 29 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups— m .	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04½
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 5¼c; ½ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80

DRIED FRUITS. — Prunes have climbed a half cent in some quarters during the past week, otherwise there are no price changes to record, and general condition of market remains unchanged; other than that demand has improved, although weakness is still a noticeable undertone of market for some lines. Stock of prunes are running low here, and until new crop comes in there is no prospect of people importing to make up deficiency. Dates continue strong and scarce, and currants retain their position of strength with other leading dried fruit lines. Raisins are steady and unchanged, and figs continue firm.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	....	0 09½
Apples, choice winter, 50-lb. boxes	....	0 09
Apricots	0 14	0 15
Nectarines, choice	....	0 11½
Peaches, hoice	....	0 08
Pears, choice	....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	0 22	0 23
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	....	0 11½
Filiatras, packages, new	....	0 12½
Dates—		
Dromedary, package stock, old, pkg.	....	0 09
Fards, choicest	....	0 12½
Hallowee, loose, new	....	0 07½
Hallowee, 1-lb. pkgs.	0 07½	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11	0 12
40 to 50, in 25-lb. boxes, faced	....	0 10¾
50 to 60, in 25-lb. boxes, faced	....	0 10
60 to 70, in 25-lb. boxes, faced	....	0 09½
70 to 80, in 25-lb. boxes, faced	....	0 09
80 to 90, in 25-lb. boxes, faced	....	0 08½
90 to 100, in 25-lb. boxes, faced	0 08	0 08
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels, loose, 3-crown, lb.	0 08¾	0 09
Muscatels, 4-crown, lb.	....	0 09½
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 10½	0 11
Choice seeded, 16 o. pkgs.	0 10¼	0 10½
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11¼

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

SPICES.—Market remains steadily firm, with a good volume of trade passing and a steadier undertone as time elapses and clarifies the shifting conditions that govern supplies and prices. The latter continues to be governed largely by individual requirements. Peppers are unchanged from last week; cloves show firmness in primary market, and freight from Zanzibar are reported higher; pimento is showing firmness in primary market and distributing points; mace is reported scarce, and mustard seed in a strong position.

In the local market the feeling continues very firm, and a steadier undertone is noted without any decrease in the tendency toward a feeling of strength.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 09	—0 23
Cassia	—0 29	—0 85	—0 35
Cayenne pepper	—0 28	——	—0 35
Cloves	0 30—0 32	—0 90	—0 39
Cream tartar—55 to 67c.			
Ginger, Cochin	—0 22	——	—0 29
Ginger, Jamaica	—0 25	0 90—1 00	—0 31
Mace	—0 80	——	—1 00
Nutmegs	0 45—0 45	—0 45	—0 80
Peppers, black	—0 28	0 85—0 90	—0 26
Peppers, white	—0 35	1 15—1 20	—0 37
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 16—0 18	——	——
Turmeric	0 21—0 23	——	——

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamom seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	....	12-15

RICE AND TAPIOCA.—Rice has advanced from 10c to 40c, according to grade, in line with the general expectation for some time; Rangoon B has advanced 10c per 100 cwt., and is now offered at $4.40; India Bright and Lustre at $4.45 and $4.50 respectively. Fancy rices show a rise in prices, mostly around 30c and 40c per 100 cwt., as per list of prices. Imported Patnas in 224-lb. bags are now offered at 6c and 6⅛c, and 6¼c in half and one quarter bags respectively. Advances are said to be due to expensive freight rates now demanded by all carriers and situation is compared to that existing in sugar, with a corresponding disparity of price between here and primary markets. Feeling of firmness characterizes local market, based on conditions in primary market and state of ocean freights, which indicate that prices here are not yet in proportion to first costs. Tapioca remains firm and unchanged in price and hard to get even at high prices prevailing.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	4 30
"C.C."	4 10
India bright	4 45
Lustre	4 50
Fancy Rices—	
Mandarin, Patna	4 50
Pearl	5 10
Imperial Glace	5 80
Sparkle	6 40
Crystal	5 70
Snow	5 30
Ice drips	5 40

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna—	Per lb.	
Bags, 224 lbs.	....	0 06
Half bags, 112 lbs.	....	0 06½
Quarter bags	....	0 06¼
Velvet bead Carolina	0 08	0 09
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 09	0 10
Seed, lb.	0 09	0 10

NUTS.—Market is steady and firm, with even less business passing than last week. Shelled walnuts have advanced 1c a pound, and others continue unchanged in price and general demand. Tarragona almonds are down 1c a lb. A good crop is reported in Sicily, and is expected to affect the trade here, as is also the fact that almonds have passed the flowering stage in Spain. Chief factor in the market is the difficulty of getting stock of supplies in. Other prices remain unchanged, and quietness chief feature of market.

Almonds, Tara. new	0 15	0 16½
Grenobles	0 16	0 16½
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 35	0 36
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 14½	0 15
Filberts, shelled	0 32	0 34
Pecans, large	0 18	0 19
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 08¼	0 12½

TEA.—Ruling factors remained unchanged in market that continues to show steady activity and unchanged prices. Volume of sales continues to improve, and is on the whole larger than last week, which is adding to strength of market. Feeling is that prices are high enough, but the developing demand makes higher ones a possibility when taken in conjunction with increasing freight rates, which are adding materially to cost of tea laid down here. End of May is expected to give some indication of trend of prices of high-grade tea at least.

COFFEE.—No change of note has occurred in market, which is firm, with no disturbing factors in evidence. Some fluctuation has occurred on primary market in conjunction with speculation. Volume of sales reported locally are normal. Brazil is reported to be clearing coffee freely.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 17	0 19
Java, lb.	0 31	0 33
Maracaibo, lb.	0 22	0 23
Mexican lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 17	0 20
Santos, lb.	0 21	0 23
Chicory, lb.	0 12	0 14

DRIED VEGETABLES.—Beans have advanced from 10c to 25c per bushel on the better class of goods only. Demand continues only normal, and advance is said to be a speculative one, based on the big Government orders for stewed beef, so that holders of stock are putting price up. The movement originated in Michigan, which supplies this market, and where it was known that beans would be wanted later for these orders, so that advances were made in order to forestall Canadian orders of large lots which might clean up market at prevailing prices. Present stocks in sight are said to be totally inadequate for filling the orders, and it is expected that the new crop will be requisitioned. Peas remain quiet and unchanged in price, with no movement of importance to record in this line.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 30	4 45
Canadian, hand-picked	4 90	5 10
Canadian, 5-lb. pickers	....	4 10
Yellow eyes, per bushel	....	4 20
Lima, per lb.	0 08	0 08½
Peas, white soup, per busbel	3 00	3 25
Peas, split, bag, 98 lbs.	....	6 00
Barley, pot, per bag	....	3 00
Barley, pearl, lb.	0 04½	0 05

CANNED GOODS.—Market continues to show activity in price stimulation that is based on Government orders and an increased general demand on part of buying public. Prices are higher, exceptionally so on tomatoes, which have inclined to carry the whole line with them. A wide range of values exists, as market is in unsettled state. Sales have been made in the wholesale way at an advance at from 5c to 7½c per dozen, while some holders of stocks are in much stronger position than others. Corn and peas show strength as result of this movement in tomatoes. Whole line is gaining strength on market, and has advanced. Corn on coh has advanced to $4.75.

Firmness continues in salmon on this market and other lines that have been affected by Government orders. English sprats have advanced, and are now offered at $9 per case.

Ontario Markets

Toronto, April 5.—Tea men are talking to-day about the absence of another tax, after all, on teas in England. A certain coterie, both there and here, were "sure" that Mr. McKenna would bring down a tax on teas. This has not materialized. The tea market lately in London has been a series of small advances and a steady firmness has been the outstanding feature. Part of this, some have it, was due to the probability of a tax. Last week only another farthing increase was registered, and tax possibilities are assigned in some quarters as the reason. However, we may see an easing in the London prices now, as no tax has materialized. Then, again, we mayn't! No reliable prophet, who is proud of his record, dares to say much either way on the tea market during war times. No one, for instance, knows why Colombo should be strong, but strong it is.

There is some talk in the States of a tax on teas there. Not much credence is placed on it, it seems, but in some quarters it is held. Canadians don't see it. They think it improbable. This may be the reason why New York reports claim there is a scarcity of orders from Canada just now. These reports suggest that Canada is not disposed to think much of tax probabilities, and, therefore, won't buy till the market has a chance to ease. Not much likelihood of that, however, in view of the firmness in all primary markets.

A further advance in sugar is likely. It is not thought it will come at once, but sugar men reiterate their opinion as to shortness on the part of refiners and the fact that refiners have to replenish some time or other. Speculation in New York is certainly making a tricky market, and, generally speaking, a bullish one. Here stocks in refiners' hands are admittedly low, and one firm showed its faith in the market going higher by taking a long jump in prices last week, trusting other refiners' necessity to bring them up too. No advance is recorded this week, but one is in the offing, it is said.

Rice has taken the place of its kindred product, tapioca, for the moment, and looks very firm and advancing. Freight troubles in the East appear to be the scapegoat again. New York is also very strong on all kinds and grades.

SUGAR.—The market is in strong shape, though no further advance is recorded at the moment. It is expected, however, by most sugar men. The same conditions continue: refiners are short and the market is highly speculative. This, as usual, follows the trend of New York. There statistical position is a factor for the bulls, for, crop taken into account, it is calculated that if exports persist to extent of last three months there will not be enough sugar for United States consumption alone. Overseas buyers have been buying heavily from the States, and not Cuba. They cannot continue to do so, it is claimed, and leave sufficient supplies for the States, considering crop figures. This makes a strong market across the border, and an advance is looked for.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	7 61
20 lb. bags	7 61
10 lb. bags	7 66
2 and 5-lb. cartons	7 80
Nova Scotia refined, 100-lb. bags	7 41
New Brunswick refined, 100-lb. bags	7 45
Extra Ground Sugars—	
Barrels	7 91
50 lb. boxes	8 11
25 lb. boxes	8 21
Powdered Sugars—	
Barrels	7 71
25 lb. boxes	8 11
Crystal Diamonds—	
Barrels	9 06
100 lb. boxes	8 16
50 lb. boxes	8 26
Cartons (20 to case)	8 81
Cartons (50 to case)	9 91
Crystal Dominoes, carton	9 16
Paris Lumps—	
100 lb. boxes	8 16
50 lb. boxes	8 36
25 lb. boxes	8 36
Yellow Sugars—	
No. 1	6 81

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

SYRUPS AND MOLASSES.—There is no new factor in the position. Impor-

tant thing is dearth of freights, because stocks here are really low. Sugar's strength also plays important part. Trade here feels the customary demand, hand-to-mouth only. Molasses is more in demand in Montreal, and market tone here is a reflection of there.

Corn syrups are experiencing a good demand, chiefly from confectionery stores. There is no change in prices.

Corn Syrups—		
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls....		0 04½
Pails, 38½ lbs., $1.95; 25 lbs.		1 40
Cases, 2 lb. tins, 2 doz. in case.....		2 65
Cases, 5 lb. tins, 1 doz. in case.....		3 00
Cases, 10 lb. tins, ½ doz. in case.....		2 90
Cases, 20 lb. tins, ¼ doz. in case.....		2 85
Cane Syrups—		
Barrels, lb., 4¾c; ½ hbls.....		0 05
Cases, 2 lb. tins, 2 doz. in case		3 00
Molasses—		
Fancy, gallon	0 60	0 65
West India, bbls.	0 34	0 37

TEAS.—There was a firm tone to the London auctions, cables state, and Monday's was up a farthing. This may have been influenced by the eleventh-hour expectation of a tax on tea, which Tuesday's British budget did not produce. Colombo remains very high and quite firm, particularly in better grades. Russian buying still remains important factor in the Eastern situation.

Demand in Canada is ordinary. No excitement is noticeable. Canadian demand in the States is somewhat slow. This does not affect the States market much, as the primary market is above U. S. parity, and price will certainly not be lower, it is claimed.

DRIED FRUITS.—There is a strong situation locally in peaches, demand being more than usually good, with small stocks. Spot stocks at the Pacific are very firm, the heavy demand having resulted in material shrinkage of stocks. Prices to the trade here are largely a matter for each wholesaler, though most are getting on the basis of 7½c to 8c for choice 50-lb. boxes. This is an advance of ¼c. upon recent levels. Higher quotations are being made.

Raisins are in somewhat firmer position, owing to rapid clean-up of stocks. Demand has been sprucing up and spot stocks were not heavy anyway. No advance on our quotations is recorded, though it may be stated that they should be regarded as elastic.

Currants once more are in the limelight, owing to the very firm tone felt in New York. This in its turn is due to developments, or rather possible developments in Greece. Amalas continue to be firm at prevailing levels. Greek exporters still hold out for higher prices.

Prunes are cleaning up better now, forties to sixties especially being in demand. These are quoted from 9½c to 11c.

Demand for dried fruits has spruced up all round considerably this last week, and the general tone of the market is firmer.

Apples, evaporated, per lb.	....	0 10½
Apricots—		
Std., 25's, faced	0 12	0 12½
Choice, 25's, faced	0 13½	0 14
Extra choice, 25's, faced	0 14½	0 15
Fancy, 25's, faced	0 15½	0 16
Candied Peels—		
Lemon	0 17	0 18
Orange	0 17	0 18
Citron	0 22½	0 23½
Currants—		
Filiatras, per lb.	0 13½	0 14½
Amalas, choicest, per lb.	0 14½	0 15½
Patras, per lb.	0 14	0 15
Vostizzas, choice	0 14¾	0 15½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes.....	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 07½	0 09
Hallowees	....	0 07
Prunes—		
30-40s, California, 25-lb. boxes	0 13	0 13½
40-50s, 25-lb. boxes	0 10¾	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09¼	0 09½
70-80s, 50-lb. boxes	0 08½	0 08¾
80-90s, 50-lb. boxes	0 08¼	0 08½
90-100s, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 07¾	0 08
Sids., 50-lb. boxes	0 07	0 07¼
Choice, 25 lbs., faced	0 07¾	0 08
Extra choice, 25 lbs., faced	0 08	0 08¼
Fancy, 25 lbs., faced	0 08¼	0 08¾
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy,m 1 lb. packets	....	0 10
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets	....	0 10
Raspberries, black, dried, 25-lb. boxes....	0 40	0 42

NUTS.—Average demand is felt for all lines, but the market is somewhat dull and featureless.

	Per lb.	
In Shell—		
Almonds, Tarragona	0 15¾	0 16¼
Brazils, medium, new	0 16	0 18
Brazils, large, wasbed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, bags 110 lbs.....	0 14	0 14¼
Peanuts, Jumbos, roasted	0 13½	0 14½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14¾	0 15½
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 12½	0 13½
Shelled—		
Almonds	0 45	0 46
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 50	0 65
Walnuts, new, halves	0 38	0 40
Broken .....m.....	0 31	0 32

BEANS.—Locally the situation has firmed up some. The situation last week indicated an apathy on the part of the trade as stocks appeared to be in a little better relation to demand. There has recently been a clean-up, it is rumored, on account of a large firm securing all possible supplies. This has meant a much stronger market. Rumor has it that we may see levels up to $5.00. For the present $4.50 is the usual quotation.

Beans, choice primes, bush.	4 25	4 50
Beans, hand-picked, bushel	....	4 75
Peas, blue, bushel	3 25	3 50
Split, lb.	0 05½	0 05¾

SPICES.—Market, so far as demand goes, is easier. Peppers are chiefly in request but stocks are somewhat ampler than heretofore and there is no advance in prices. Cassias and ginger are firm on spot stocks being reduced considerably. All spice is a cent higher.

Spices—	Compound, per lb.	Pure, per lb.
Allspice, ground	....—0 20	0 17—0 19
Allspice, whole	....—....	....—0 15
Arrowroot	....—....	0 15—0 20
Bay leaves	....—....	....—0 20
Bicarb. soda	....—....	....—0 23½
Caraway seeds	....—....	....—0 25
Cassia, whole	....—....	0 26—0 32
Cassia, ground	0 16—0 18	0 26—0 34
Cayenne	....—....	0 30—0 35
Cayenne, Jap. chillies	....—....	....—0 40
Celery seed	....—....	0 45—0 50
Celery salt	....—....	0 30—0 35
Celery pepper	....—....	0 30—0 35
Cinnamon, Batavia	....—....	0 30—0 40
Cloves, whole	....—....	0 35—0 45
Cloves, ground	0 18—0 22	0 35—0 45
Coriander seed	....—....	0 12—0 13
Cream of tartar	0 25—0 30	0 50—0 55
Curry powder	....—....	0 30—0 35
Ginger, Cochin	0 15—0 17	0 22—0 25
Ginger, Jamaica, ground	0 18—0 21	0 25—0 30
Ginger, Jamaica, whole	....	0 28—0 30
inger, African, ground	....—....	0 14—0 18
Mace	....—....	0 85—1 00
Mustard, pure	....—....	0 28—0 30
Mustard seed	....—....	0 20—0 25
Nutmegs, brown, 64s, 55c; 80s, 45c; 100s	....—....	0 35—0 40
Nutmegs, ground, bulk, 30-35c; 1 lb. tins	....—....	0 37—0 42
Pastry spice	....—....	0 25—0 30
Paprika	....—....	0 35—0 40
Peppers, black, ground	0 14—0 18	0 25—0 30
Peppers, black, whole	....—....	0 24—0 29
Peppers, white, ground	0 19—0 24	0 35—0 40
Peppers, white, whole	....—....	0 30—0 35
Pickling spice	....—....	0 18—0 23
Sage	....—....	0 45—0 50
Saltpetre (cbili)	....—....	....—0 10
Thyme	....—....	....—0 26
Turmeric	....—....	0 20—0 22

RICE.—The market is very firm and an advance looks probable in the near future. The market in the States is very firm, the South exhibiting strength on account of big demand. Foreign rice has been boosted because of acute freight situation in the East. Advance follows advance in the primary market and spot stocks on this market are very low. This, rather than excessive local demand, is reason for firmness. Advances have taken place in Montreal and will probably be duplicated here. Patana fancy is very strong.

Tapioca is in good demand with a firm undertone ruling on account of uneasiness as to freights.

Rice—		
Rangoon "B," per cwt.	....	4 23
Rangoon "CC," per cwt.	....	4 15
Rangoon, fancy, per cwt.	4 38	6 58
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 09	0 10
Seed, per lb.	0 09	0 10

CANNED GOODS.—The situation is firm as regards tomatoes and peas. Former are being sold by some wholesalers at higher prices than by others. Export demand apparently is a factor, London orders certainly influencing stocks.

MONTREAL AND TORONTO PRICES

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon, Sockeye—		
1 lb. talls, cases, 4 doz., per doz.....	....	2 62½
1 lb. flats, cases 4 doz., per doz.....	....	2 72½
½ flats, cases 8 doz., per doz.....	....	1 57½
Five cases or more, 2½c doz. less than above.		
Chums, 1-lb. talls	....	0 90
Pinks, 1-lb. talls	....	1 20
Cohoes, 1 lb. talls	....	1 45
Red Springs, 1-lb. talls	....	2 00
Humpback, ½-lb. tins	....	0 50
Canned Vegetables—		
Tomatoes, 3's	1 07½	1 10
Peas, standards	0 90	0 92½
Early June peas	0 95	0 97½
Extra sfted peas .....i....	1 52½	1 55
Corn, 2's, doz.	0 92½	0 95

Fruits—	Group A
3's Apples, Standard	1 05
3's Apples, Preserved	1 20
Gals. Apples, Standard	3 50
Gals. Apples, Preserved	4 25
Gals. Blueberries (Huckleberries), Standard..	6 50
2's Cherries, Red (pitted), light syrup.....	1 50
2's Cherries, Black, pitted, heavy syrup	1 90
2's Cherries, Black, not pitted, heavy syrup.	1 55
2's Cherries, Red, pitted, heavy syrup.....	1 90
2's Cherries, Red, not pitted, heavy syrup....	1 55
Gals. Cherries, Red, pitted	8 50
Gals. Cherries, Red, not pitted	8 00
2's Blueberries (Huckleberries), Standard.....	1 55
2's Blueberries (Huckleberries), Preserved.....	1 90
2's Cherries, White, pitted, heavy syrup.....	1 90
2's Cherries, White, not pitted, heavy syrup	1 55
2's Currants, Black, heavy syrup	1 50
2's Currants, Black, Preserved	1 80
Gals. Currants, Black, Standard	5 25
Gals. Currants, Black, solid pack.....	8 25
2's Currants, Red, heavy syrup	1 50
2's Currants, Red, Preserved	1 80
Gals. Currants, Red, Standard	5 25
Gals. Currants, Red, solid pack	8 25
2's Gooseberries, heavy syrup	1 55
2's Gooseberries, Preserved	1 80
Gals. Gooseberries, Standard	7 25
Gals. Gooseberries, solid pack	8 50
2's Grapes, White, Niagara, Preserved	1 50
Gals. Grapes, White, Niagara, Standard	3 50
2's Lawtonberries (Blackberries), heavy syrup	2 00
2's Lawtonberries (Blackberries), light syrup.	1 50
2's Lawtonberries, Preserved	2 25

Gals. Lawtonberries, Standard	7 00
2's Peaches, White, heavy syrup	1 50
2½'s Peaches, White, heavy syrup	1 90
3's Peaches, White, heavy syrup	2 40
1's Peaches, Yellow, heavy syrup, talls	1 25
1½'s Peaches, Yellow, flats, heavy syrup	....
2's Peaches, Yellow, heavy syrup	1 50
2½'s Peaches, Yellow, heavy syrup	1 90
3's Peaches, Yellow, heavy syrup	2 20
3's Peaches, Yellow, whole, heavy syrup	....
3's Peaches, Pie, not pecled	1 20
3's Peaches, Pie, peeled	1 75
Gals. Peaches, Pie, not peeled	3 25
Gals. Peaches, Pie, peeled	5 00
Gals. Pie Fruits, assorted (add 5%)	....
2's Pears, Bartlett, heavy syrup	1 75
2½'s Pears, Bartlett, heavy syrup	2 10
3's Pears, Bartlett, heavy syrup	2 25
2's Pears, Flemish Beauty, heavy syrup	1 75
2½'s Pears, Flemish Beauty, heavy syrup	2 10
3's Pears, Flemish Beauty, heavy syrup	2 25
2's Pears, Keiffers, heavy syrup	1 40
2½'s Pears, Keiffers, heavy syrup	1 75
3's Pears, Keiffers, heavy syrup	1 85
2's Pears, light syrup, Globe	1 20
3's Pears, light syrup, Globe	1 50
3's Pears, Pie, not pecled	1 20
3's Pears, Pie, peeled	1 50
Gals. Pears, Pie, peeled	4 00
Gals. Pears, Pie, not peeled	3 00
2's Pineapple, Sliced, heavy syrup	2 10
2's Pineapple, Shredded, heavy syrup	1 50
3's Pineapples, Whole, heavy syrup	2 10
3's Pincapple, Whole, heavy syrup	2 60
2's Pineapple, Sliced, Hygeian Brand	....
2's Plums, Damson, light syrup	1 00
3's Plums, Damson, light syrup	1 50
2's Plums, Damson, heavy syrup	1 15
3's Plums, Damson, heavy syrup	1 55
Gals. Plums, Damson, Standard	3 00
2's Plums, Egg, heavy syrup	1 10
2½'s Plums, Egg, heavy syrup	1 40
3's Plums, Egg, heavy syrup	1 50
2's Plums, Green Gage, light syrup	1 00
2's Plums, Green Gage, heavy syrup	1 15
3's Plums, Green Gage, light syrup	1 40
3's Plums, Green Gage, heavy syrup	1 50
Gals. Plums, Green Gage, Standard	3 50
2's Plums, Lombard, light syrup	1 00
2½'s Plums, Lombard, light syrup	1 30
3's Plums, Lombard, light syrup	1 50
2's Plums, Lombard, heavy syrup	1 10
2½'s Plums, Lombard, heavy syrup	1 30
3's Plums, Lombard, heavy syrup	1 50
Gals. Plums, Lombard, Standard	3 25
2's Raspberries, Black, heavy syrup	2 10
2's Raspberries, Black, light syrup	1 50
2's Raspberries, Black, Preserved	2 25
Gals. Raspberries, Black, Standard	7 25
Gals. Raspberries, Black, solid pack	9 50
2's Raspberries, Red, heavy syrup	2 10
2's Raspberries, Red, light syrup	1 50
2's Raspberries, Red, Preserved	2 40
Gals. Raspberries, Red, Standard	7 40
Gals. Raspberries, Red, solid pack	9 25
2's Rhubarb, Preserved	1 65
3's Rhubarb, Preserved	2 50
Gals. Rhubarb, Standard	3 50
2's Strawberries, heavy syrup	2 25
2's Strawberries, Preserved	2 40
Gals. Strawberries, Standard	7 75
Gals. Strawberries, solid pack	9 75

Manitoba Markets

Winnipeg, April 6.—Importers warn the trade that almost everything which is imported into Canada will be higher, and this applies very much to sugar. Difficulty is still experienced securing supplies of raws, and as long as freight situation continues as it is at present, sugar will be high. There was a further advance of 10c last week-end, and another is expected. Higher quotations on B. C. cane syrups went into effect on March 28th, this being result of the high sugar market.

A rather unusual situation exists in the provision market, live hogs having touched a record figure—$10.75 per cwt. It is difficult to see how this can continue long, and it would not be surprising to see a big slump. In the meantime, quotations on meat products and pure lard are much higher. Eggs continue to arrive freely, and much lower quotations are current. At end of this week 20c should be the price for candled stock.

Manufacturers' agents representing confectionery makers in this end of the country report marked advances in price on all confectionery lines, amounting to about 15 per cent. within a short period. The latest advance was made on March 13. This undoubtedly is due to high price of sugar, but confectionery prices are also affected by high prices on all kinds of materials, even boxes. Quotations on Canadian-made biscuits are not much higher.

A manufacturers' agent, representing a large Eastern tobacco concern, advises that prices on smoking tobaccos in bales are fairly stationary. This class of tobacco seldom changes, and if it should happen to advance ½c, it usually sticks there for a very long period. There is no scarcity of this class of Canadian tobacco. More interest is being taken in it by the grocer, owing to the fact that many hotels in Western Canada that formerly handled tobacco are now out of business.

With the season for herrings opening up and a heavy demand from the Jewish trade, quotations on this line are important just now. Herrings have been rather scarce up to the present, but stocks are now available at the following figures: Mixed, $1.25 per keg; milkers, $1.33 per keg.

There has been a firming up on the market for molasses, and the following quotations are now current on tins: 2's, $3.50; 2½'s, $3.10; 5's, $3.05; 10's, $2.75. There has been a considerable advance in quotations on Scotch marmalade. New prices are about as follows:—1's, $2.25; 2's, $4.20; 4's, $7.56; and 7's, $16.48 per case of 16 tins.

The following new quotations are current on peels:—Orange and lemon, 20c; citron, 23½c. The Dyson Co., Winnipeg, have announced an advance on all lines of pickles, vinegar, sauces, etc. Local jobbers have advanced prices on candies.

Importers again draw the attention of the trade to the acute freight situation, and state that all imported stuff will undoubtedly be higher in price. They advise dealers to buy while they can. If the present scarcity of boats continues, the situation in June and July will be serious.

SUGAR.—Late last week there was a further advance in refined here, the market jumping up to a basis of $8.15. At time of writing the situation is still firm, and trade are anticipating further advance. One of the most startling features of the market is that a large Eastern refiner has advanced prices away above the others, to $8.40 basis. The reason for the above is partly that they have an order for 5,000 tons or about half a million dollars' worth of sugar, which will keep them rushing for some time. Since last advance there has been considerable buying, and opinion is generally expressed that sugar will go higher.

	Per cwt. in sacks
Sugar, Eastern—	
Standard granulated	8 15
Extra ground or icing, boxes	9 60
Extra ground or icing, bbls.	8 70
Powdered, boxes	8 80
Powdered, bbls	8 60
Hard lump (109-lb. case)	9 10
Montreal yellow, bags	7 75
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 10
Halves, 50 lbs., per cwt.	8 20
Bales, 20 lbs., per cwt.	8 20
Powdered, 50s	8 75
Powdered, 5s	9 00
Icing, barrels	8 75
Icing, 50s	8 95
Cut loaf, barrels	9 05
Cut loaf, 50s	9 25
Cut loaf, 25s	9 30
Sugar, British Columbia—	
Extra standard granulated	8 15
Bar sugar, bbls.	8 30
Bar sugar, boxes	8 55
Icing sugar, bbls.	8 50
Icing sugar, boxes	8 75
H. P. lumps, 100-lb. cases	9 00
H. P. lumps, 25-lb. boxes	9 25
Yellow, in bags	7 75

SYRUP.—Another big advance took place in the price of B. C. cane syrup on March 28th, amounting to 25c on cases of 2's, and an advance of 30c on cases of 5's, 10's and 20's. This advance applies to all territories, and is no doubt due to the rise in sugar. The demand is very heavy for syrups just now, both cane and corn.

Corn Syrup—	
2s, per case 2 doz	2 98
5s, per case 1 doz.	3 38
10s, per case, ½ doz.	2 90
20s, per case ½ doz.	2 97
½ barrels, by the lb.	4 14
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 80
5-lb. tins, 1 doz. to case, per case	4 45
10-lb. tins, ½ doz. to case, per case	4 15
20-lb. tins, 3 tins to case, per case	4 05

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes, ½ bbls., per gal.	0 65
New Orleans	0 28

Tins, 2s, $3.50; 2½s, $3.10; 5s, $3.05; 10s, $2.75.

DRIED FRUITS.—For several weeks the market has been much easier on account of the embargo, but it is now firming up. Importers believe the present time a good one for dealers to buy stocks at reasonable prices. The scare brought about by the embargo is pretty well over. It was thought that with the export market cut off, there would be heavy stocks left on hand, whereas it is found that the heavy stocks are not there.

Dried Fruits—	
Evaporated apples, choice, 50's	0 11
Evaporated apples, choice, 25's	0 11½
Pears, choice, 25's	0 12¾
Apricots, choice, 25's	0 13
Apricots, choice, 10's	0 14
Peaches—	
Choice, 25-lb. boxes	0 07
Choice, 10-lb. boxes	0 07¾
Currants—	
Filiatras, per lb.	0 10¼
Filiatras, fresh cleaned	0 11¼
1 lb. package Amalias	0 12
2 lb. package	0 24
Dates—	
Hallowee, loose, per lb.	0 06
Hallowee, 12-oz. pkgs.	0 08¼
Fard dates, 12-lb. boxes	1 25
Raisins, California—	
16 oz. fancy, seeded	0 10¼
16 oz. choice, seeded	0 09¾
12 oz. fancy, seeded	0 08¼
12 oz. choice, seeded	0 08¼
Raisins, Muscatels—	
3 crown, loose, 25's	0 09½
3 crown, loose, 50's	0 08¾
Raisins, Sultanas—	
California, 50's, fancy bleached	0 16¾
California, 25's, fancy bleached	0 17
16-oz. pkgs.	0 17½
Raisins, Cal. Valencias—	
25-lb. boxes	0 09
50-lb. boxes	0 09¾

Prunes—		
90 to 100, 25s	....	0 07¾
80 to 90, 25s	....	0 08
70 to 80, 25s	....	0 08¼
60 to 70, 25s	....	0 08½
50 to 60, 25s	....	0 09¼
40 to 50, 26s	....	0 10
Peels—		
Orange, lb.	....	0 20
Lemon, lb.	....	0 20
Citron, lb.	....	0 23½

DRIED VEGETABLES.—The situation is much the same as it has been for some weeks past. Importers state they cannot get Japanese beans at all, as the stock in Japan is exhausted. Thus, the only beans available are those on hand and in transit. This should be interesting news for jobbers and the retail trade, who should arrange to pick up any beans they are able to lay their hands on.

Beans—		
Choice, white, 3-lb. pickers, per bush.	....	4 50
Fancy, hand-picked, bushel	....	4 60
California Lima Beans—		
80-lb. sacks	....	0 07¼
Barley—		
Pot, per sack, 98 lbs.	....	3 20
Pearl, per sack, 98 lbs.	....	4 35
Peas—		
Split peas, stck, 98 lbs.	6 15	6 25
Whole peas, bushel	....	2 90
Whole peas, 1 lb. pkgs., case	....	3 30

RICE.—There is no change in the rice situation in the primary market. Tapioca is advancing steadily, and we shall no doubt see higher prices still. The reason for this is that the freight situation is getting more acute every day.

Rice and Tapioca—		
No. 1 Japan, per lb., 100-lb. bags	....	0 05½
No. 2 Japan, per lb., 100-lb. bags	....	0 04¾
Siam, per lb., 100-lb. bags	....	0 04¼
Patna, per lb., 100-lb. bag	....	0 06½
Carolina, per lb., 100-lb. sacks	....	0 06½
Sago, pearl, sacks, per lb.	....	0 07
Tapioca, pearl	....	0 08

COFFEE.—The market continues strong on account of freight situation. Only old "tubs" are said to be available for carrying coffee from Brazil to American ports, which is keeping the market firm.

Coffee—		
Green, choice, No. 7 Rio	....	0 14
Green, choice, No. 5 Rio	....	0 15½
Green Santos	....	0 18½
Roasted Rio, in bulk (sacks)	....	0 19½
Roasted Santos	0 23	0 25
Maracaibo	....	0 21¾
Chicory, lb., by bbl.	....	0 09½
Chicory, lb., 14-lb. tins	....	0 12¾

SPICES.—There is a strong market on all lines, and advances are taking place daily owing to freight situation.

Allspice, ground	0 11½	0 14½
Cassia, ground	....	0 22
Cream of tartar, 98% guaranteed	0 50	0 53
Cloves, whole	....	0 26
Cloves, ground	....	0 28
Ginger, Jamaica, ground	0 22½	0 23½
Nutmegs, ground	0 25	0 30
Pepper—		
Ground, black	....	0 24
Ground, white	....	0 32½
Whole, black	....	0 23
Whole, white	....	0 31½

TEA.—Some package tea concerns would like much to raise their prices, but are reluctant to do this until others take the lead. It is reported there has been a slight easing off in the London market, but prices still remain very high. There is little inclination to place orders direct for Indias, as market in Calcutta is closed, and prices will remain high until market opens again, around the middle of the year. In the meantime, freights continue exceedingly high, which is another factor in holding up business.

CANNED GOODS.—According to advices from the East, nearly all lines of canned goods will be advancing in the near future. There has been a further advance of 2½c per doz. on tomatoes in the primary market, which brings the price delivered Winnipeg higher than that at which wholesalers are selling to the retail trade just now. Several advances in fruits may also be expected very shortly, particularly peaches, which are said to be costing 20c more per dozen now than they were two months ago. In fact, all canned goods will be higher in price before very long. Winnipeg brokers express the opinion that the market on tomatoes, corn and peas will be especially strong. Stocks of fruit are becoming cleaned up, and it is said that few strawberries are available except those in buyers' hands. The present firmness of the market is attributed to the fact that on account of the large stocks being carried over last year, the opinion prevailed among buyers that there would be an abundance, whereas it is stated that the canners are running short.

FLOUR AND CEREALS.—Wheat last week did practically nothing, although the tendency was up. The reason for the upward tendency is hard to explain, as when Liverpool cables were down there were local advances, and vice versa, all in one week. Thus there were no changes in flour quotations, nor were there any in cereals or feeds. Cereals are moving only slowly and will continue to do so as summer weather approaches. There is practically no export demand for flour. The local demand for bran and shorts is good.

By Wire—Flour up 30c. per bbl.

Flour—		
Best patents	....	6 60
Bakers	....	6 10
Clears	....	5 40
XXXX	....	4 40
Cereals—		
Rolled oats, 80 lbs.	1 90	2 00
Rolled oats, pkgs., family size	....	3 75
Wheat flakes, case	....	3 75
Oatmeal, standard and gran., 98 lbs.	....	2 50
Cornmeal, 98 lbs.	....	2 45
Feeds—		
Bran, ton	....	18 00
Shorts, ton	....	20 00
Middlings, ton	....	20 00
Mixed chop, ton	....	28 00

BRITISH COLUMBIA MARKETS

By Wire.

Vancouver, April 5.—Wholesale flour of all grades, except pastry, has advanced 30c per barrel. Best patents are now $7.10 per barrel, which is just 40c under the high price of January. During February and March three separate reductions brought the price of flour down 70c per barrel. Eggs, new-laid, are 28c; butter and cheese firmer.

Produce and Provisions—		
Butter, creamery, per lb.	0 32½	0 37½
Butter, New Zealand, lb.	0 39½	0 40
Cheese, per lb., large, 20½c; twins	....	0 21
Cheese, Stilton, lb.	....	0 23¾
Eggs, local fresh	....	0 28
Grapefruit, Florida, case	....	7 00
Lard, 3's, per case	....	8 55
Lard, 5's, per case	....	8 45
Lard, 10's, case	....	8 40
Lard, 20's, each	....	19 00
General—		
Almonds, shelled, lb.	....	0 42½
Beans, Lyton, per lb.	....	0 06½
Cream of tartar, lb.	....	0 55
Beans, Lytton	....	0 06¾
Figs, 12-10 oz. pkgs., per box	....	0 80
Figs, 50-60 oz. pkgs., per pkg	....	2 25
Cocoanut, lb.	....	0 13½
Cornmeal, bail	....	3 00
Flour, best patents, per bbl.	....	7 10
Grapefruit, Flo., case	....	6 00
Honey, Idaho, 24 lbs.	....	4 50
Lemons, box	....	4 75
Potatoes, Ashcrofts, per ton	30 00	35 00
Potatoes, local, ton	....	20 00
Rolled oats, bail of 80 lbs.	....	2 80
Onions, Oregon, cwt.	....	1 50
Oranges, new, navel, box	2 40	3 40
Rice, 50's, sack	....	1 90
Sugar, standard gran., per cwt.	....	8 25
Sugar, yellow, per cwt.	....	7 00
Walnuts, shelled, lb.	....	0 45
Walnuts, Manchurian, lbs.	0 14	0 16
Jams, glass jars, doz.	....	2 25
Jams, 4-lb. tins, doz.	....	7 50
Canned Goods—		
Apples, gals., 6-case	....	1 62
Beans, 2's	....	2 10
Corn, standard, per 2 doz. case	....	2 15
Peas, standard, per 2 doz. cass.	....	2 10
Plums, Lombard, 2's, case	....	1 90
Peaches, 2½'s, case	....	4 00
Strawberries and raspberries, 2's, cass	....	4 50
Tomatoes, standard, per doz., cass	....	2 30
Salmon—		
Sockeye, 1's, 4 doz. case	....	9 00
Sockeye, ½'s, 8 doz. case	....	16 75
Pinks, 1's, 4 doz. case	....	4 00
Dried Fruits—		
Apricots, per lb., 11c; Apples, lb.	....	0 12
Prunes, 70-80, 25's, lb.	....	0 08
Currants, per lb.	....	0 12
Raisins, seeded, lb.	....	0 09½
Peaches, per lb.	....	0 06½
White figs, per lb.	....	0 07½

ALBERTA MARKETS (CALGARY)

By wire

Calgary, April 5.—Louisiana strawberries in twenty four pint baskets are $4.50 to $5. Onions are firm at sixty dollars. Oranges are advancing and are now $3.75 to $4.25. Grapefruit is $4.75 to $5.00 Roger's syrup is up twenty-five to thirty cents a case. Gallon tomatoes are now quoted at $3.25. Kraft paper up about seventy-five cents; all prices on toilet paper withdrawn. Another advance on matches is expected Flour is firm and an advance is looked for. Apricots choice are thirteen cents. Blackeye California beets offering at six fifty.

General—		
Beans, small white Japan, lb.	....	0 07½
Flour, No. 1 patent, 98's	3 25	3 35
Molasses, extra fancy, gal.	....	0 75
Rolled oats, bail	....	2 85
Rolled oats, 80s	....	2 65
Rice, Siam, cwt.	4 50	4 75
Potatoes, local, per bush.	0 60	0 75
Sago and tapioca, lb.	....	0 07½
Sugar, pure cane, granulated, cwt.	....	8 75
Shelled walnuts, finest halves, lb.	....	0 45
Shelled walnuts, broken, lb.	....	0 35
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 19	0 22
Butter, creamery, lb.	....	0 35
Butter, No. 1, dairy, lb.	....	0 25
Lard, pure, 3s, per case	....	9 90
Lard, pure, 5s, per case	....	9 85
Bacon, smoked backs, per lb.	....	0 23
Bacon, smoked bellies, per lb.	....	0 24
Canned Goods—		
Tomatoes, 3s, standard, case	....	3 00
Corn, 2s, standard, case	....	2 35
Peas, 2s, standard, case	....	2 45
Tomatoes, gals., case	....	2 25
Apples, gals., Ontario, case	....	1 75
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Salmon, finest sockeye, tails, 48xls, cs.	....	10 00
Salmon, pink, tails, 48xls, per case	....	4 50
Lobster, ½s, per doz.	....	3 00
Dried Fruits—		
Currants, lb.	....	0 13
Evaporated apples, 50s, per lb.	0 11	0 11½
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 13
Pears, choice, 25s, per lb.	....	0 14
Prunes, 90-100	....	0 07
Sultana raisins, Cal., extra fancy	....	0 15
Valencia raisins, Cal., lb.	....	0 10
Fruits and Vegetables—		
Apples, No. 1, box	2 00	2 25
Apples, cooking, box	1 75	2 00
Bananas, lb.	....	0 05
Grapefruit, Florida, case	4 75	5 00
Oranges, navels, case	3 75	4 25
Onions, B.C., ton	....	60 00
Lemons, case	4 50	5 00
Strawberries, Louisiana, 24 pts.	4 50	5 00

ALBERTA MARKETS (EDMONTON)

By wire

Edmonton, April 5.—Edmonton business is brisk. Market is very quiet. Advanced fifteen cents a hundred in flour on Monday. Advance of half a cent a pound in lard. Sugar syrup has advanced twenty-five cents a case. Other lines are staple.

General—		
Beans, Japan, lb.	0 08	0 10
Bran, ton	....	20 00
Coffee, whole roasted, Rio	0 18	0 19
Potatoes, per bush.	0 56	0 65
Rolled oats, 20's, 70c; 40's	....	1 35
Rolled oats(bail, $3.05; 80's	....	2 45
Flour, fancy patents, 98-lb. sack	....	3 35
Flour, seconds	....	3 05
Rice, Siam, per cwt.	....	4 15
Shorts, per ton	....	22 00
Sugar, standard gran., per cwt.	....	8 55
Sugar, yellow, per cwt.	....	8 15
Walnuts, shelled, lb.	....	0 38
Produce and Provisions—		
Cheese, lb.	....	0 21
Bacon, lb., 20c; bellies, lb.	....	0 22
Butter, creamery, per lb.	....	0 38
Butter, dairy, No. 1, 32c; No. 2	....	0 30
Eggs, extra, per doz.	....	0 23
Eggs, No. 1	....	0 22
Eggs, No. 2	....	0 20
Lard, lb., pure	....	0 16
Canned Goods—		
Corn, standard, per two dozen	....	2 25
Peas, standard, 2 dozen	....	2 30
Plums Lombard	....	2 25
Peaches	....	3 55
Strawberries, $4.45; Raspberries	....	4 00
Toatoes, standard, per 2 doz.	....	2 95
Salmon, sockeye, 4 doz. talls, case, 1s	....	9 65
Salmon, pinks, case	....	4 14
Cohoes, 1's, $5.80; humpbacks, 1's	....	4 56
Lobster	....	2 35
Dried Fruits—		
Currants, per lb.	....	0 13½
Prunes, 70-80, 25's, lb.	....	0 09¼
Evaporated apples, 50's, lb., 10½c; 25's, 10½c; 35's	....	0 12

SASKATCHEWAN MARKETS

By Wire.

Regina, April 5.—Spring trade is opening up well in many lines. Vegetables and fruits now on market, though high in price. Twine is higher: 27c for 3-ply; 29½c for 4-ply. Sugar advanced 10c. Rogers syrup up 30c a case. Advance is reported in all lines of pickles. Eggs down to 19c; very heavy supply coming in. Tapioca and sago advanced ¾c. Flour up to-day 10c on 98's and 20c a barrel. Prunes are higher.

Produce and Provisions—		
Butter, creamery, per lb.	....	0 33
Butter, dairy, No. 1	....	0 26
Cheese, per lb.	....	0 21¼
Eggs new laid	....	0 19
Lard,)'s, per case	9 90	9 95
Lard, 6's, per case	9 85	10 00
Lard, 10's, per case	....	9 80
Lard, 20's, per case	....	3 25
General—		
Beans, Ontario, white, per bush.	....	4 50
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	0 50	0 60
Cocoanut, lb.	....	0 23
Cornmeal, bail	....	2 80
Flour, 98's	....	3 35
Rolled oats, 80's	....	2 45
Rice, per cwt.	....	4 35
Onions, B.C., 100 lbs.	....	3 00
Sugar, standard, gran., per cwt.	....	8 54
Sugar, yellow, per cwt.	....	7 74
Tapioca and sago, lb.	....	0 09½
Walnuts, shelled, 47-49c; almonds	0 45	0 47
Canned Goods—		
Apples gals., case	....	1 80
Beans	....	2 25
Corn, standard, per 2 dozen	....	2 23
Peas, standard, per 2 dozen	....	2 10
Plums Lombard	....	2 10
Peaches	....	3 10
Raspberries, $4.33; Strawberries	....	4 73
Tomatoes, standard, per case	....	2 60
Salmon—		
Sockeye, 1's, 4 dozen case	....	9 55
Sockeye, ½'s	....	12 35
Cohoes, 1's	....	6 00
Humpbacks, 1's	....	4 60
Fruits and Vegetables—		
Apples, Washington, bbl.	1 75	2 25
Celery	....	0 06½
Cranberries, per bbl.	....	10 50
Grapefruit, case	4 00	4 50
Lemons	....	5 50
Navels	4 00	4 75
Potatoes, bushel, B.C.	....	1 15
Rhubarb, 45 lbs.	....	4 75
Dried Fruits—		
Apricots, per lb.	....	0 12
Citron peel, lb.	....	0 24
Lemon peel, lb.	....	0 17
Orange peel, lb.	....	0 17½

NEW BRUNSWICK MARKETS

By Wire.

St. John, April 5.—Market changes during week all reflect upward tendency of food product. Prices on American clear pork rose 75c to $29.75 and $30.50. Cornmeal jumped 35c to $6.35. Ontario flour up 25c to $7.05. Sugar showed another advance of 10c in all grades, except Paris lumps, which increased to $8.50 and $8.60. Old cheese is firm at 19c to 19½c. California oranges are higher at $4 to $4.50. Florida oranges are $3.25 to $4.50. Case eggs are up to 30c. Some dealers without supplies.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	2 90	3 45
Pork, American clear, per bbl.	29 75	30 50
Butter, dairy, per lb.	0 27	0 30
Butter, creamery, per lb.	0 32	0 34
Eggs, new laids	0 32	0 33
Eggs, case, per doz.	0 29	0 30
Eggs, case, per doz.	0 29	0 30
Lard, compound, per lb.	0 13½	0 15¾
Cheese, new	0 19	0 19½
Flour and Cereals—		
Cornmeal, gran.	....	6 35
Cornmeal, ordinary	....	1 80
Flour, Manitoba, per bbl.	....	7 35
Flour, Ontario	....	7 05
Flour, buckwheat, western, 98-lb. bag	....	3 50
Rolled oats, per bbl.	....	6 25
Fresh Fruits and Vegetables—		
Apples, bbl.	4 00	6 00
Lemons, Messina, box	3 50	4 00
Lemons, Cal., box	5 00	6 00
Oranges, Cal., case	4 00	4 50
Oranges, Florida, case	3 25	4 50
Potatoes, bbls.	....	3 50
Sugar—		
Standard granulated	7 50	7 55
United Empire	7 40	7 45
Bright yellow	7 30	7 35
No. 1 yellow	7 10	7 15
Paris lumps	8 50	8 60
Beans, white, per bush.	4 00	4 50
Canned pork and beans, per case	3 00	3 40
Molasses, Barbadoes, gal.	0 51	0 52
Cream of tartar, per lb., bulk	0 48	0 50
Currants	0 12½	0 13½
Rice, per cwt.	5 75	6 00

WHEN MEN BEGIN TO FEAR

(Continued from page 28.)

There is only one way to acquire anything in this world, and that is to visualize that thing, to struggle toward it, think it, live it, until it is yours.

Here and there people are beginning to master the law of opulence. They are beginning to find that they can conquer poverty by making themselves prosperity magnets. That is, by thinking and working in conformity with it.

The trouble with most of us is that by our doubts, our fears, our unbeliefs, we dam up the channel of infinite supply flowing all around us. We cannot believe in the inexhaustibility of our resources and hence we ourselves pinch our supply.

SITUATION IN FEEDS

Montreal, April 4.—A delicate situation exists in the feed market. The actual facts show that there is the anomaly of millers cutting prices on feed when at the same time they cannot get the flour to make feed. Millers state that if it were not for the export business and government orders for flour that the millers are largely running on that there would not be a bag of feed on the market, a condition that is not so unusual in normal years' at this time of the year.

In the feed markets, there are reports that some of the millers are making concessions in the way of prices, figuring that the demand will be over in the course of a month, notwithstanding the fact that flour business has been at a standstill for the past 6 weeks or 2 months and that many of the smaller millers have had to close down. In addition some large millers have had to do likewise but for a different reason because of the recent embargo, which has shut off their supplies.

This closing down of the mills would certainly have a tendency to strengthen the feed market, as it is impossible to have feed wihout making flour. To offset this however, the large stocks on hand before the demand for flour slackened and the embargo was placed, all tend to bring some cutting of prices. Also the fact that the time for grass is coming will tend to discourage the consumption. So it is confidently expected that feed will be scarcer and on the other hand the present feeling in this market is that it will not necessarily be higher because the season of the year is approaching when it is possible for consumption to be greatly restricted if high prices should occur, so that it is to the advantage of all concerned for millers to keep the prices for feed down and encourage consumption on the part of their customers rather than to make a large profit and kill consumption, for already it is estimated that the average run of the mills in Western Canada, does not exceed 6 hours a day, and some in other parts of the country are closed down altogether. For a dying market such as this is, it undoubtedly shows a lively state of activity with regard to the unsettled condition of it, the uncertainty of supplies and prices.

H. Dillman & Co., of Winnipeg, flour and feed merchants, have discontinued.

All the supplies for the Yukon needed by Borden, Lane & Co., of Seattle will, in future, says a Vancouver report, be purchased in Vancouver. This firm owns its own steamer and carries all kinds of general supplies to the far north, and its decision is largely due to the extra duties imposed since the war began. At present, the Borden, Lane Company is placing an order for supplies costing between $50.000 and $60,000 and would have placed a much larger order but for the fact that the company's boat cannot carry a greater load.



THROUGH OTHER SPECTACLES



What the Inventory Disclosed

From Credit Men's Bulletin

A retailer, in discussing his affairs with a creditor in whom he had every confidence, dropped the remark that he could not understand why his profits did not respond to his increased business. It ought, he said, to have given him a better bank balance, and made it easier than heretofore to meet his accounts as they fell due.

"The inventory ought to answer these questions, and more, too," said the creditor. "Have you taken an inventory lately?"

The retailer admitted he had been a little slack in this matter, and also perhaps had never analyzed his inventory figures to get the full value out of them. He promised himself and his creditor friend to get at the inventory immediately.

What was the result? In the first place his inventory revealed that his stock had increased at a much more rapid rate than his business. During his first year he had done a business of $25,000 on a stock never larger than $7,000. True, he had increased the amount of sales to $30,000, but had done it on a stock nearly twice as large, or $12,000. Thus, while his volume of business increased 20 per cent., his stock in hand had increased by 71 per cent.

But this was not all he made out of his inventory. He discovered that his expenses had jumped up to 20 per cent. of his gross sales, and that he had been making a substantial error in calculating his profits on the cost of goods instead of the selling price. Now he understands the ideal which his creditor set before him—to do a maximum business with a minimum of investment, which he sees is practically an impossibility except an inventory be taken frequently.

Wrapping of Bread and Meat

From Stratford Beacon

The wrapping of bread in paper for which the Board of Health asks the city council to pass a by-law, appears on its surface to be a reasonable one. It may not have all the sanitary advantages which is claimed for it, and it may be attended with increased expense to consumers, but these pay now increased cost in packages of oatmeal and breakfast foods beyond what they did when oatmeal for the most part was purchased in five or ten-pound lots out of a barrel. There are many other things which are wrapped in paper where it could be dispensed with and saving as far as paper is concerned effected.

As to meat, it is generally washed before being used and, therefore, the necessity on sanitary grounds does not so much apply. The wrapping of meat in old newspapers, however, is utterly to be condemned.

The object of bottling milk is to better secure cleanliness and if, as has been asserted, the bottling is done in some cases along the road, the object is not at all carried out. It might as well not be done at all as to not have it done before the deliverers of milk start out.

Eggs Is Eggs

From the Scottish Trader.

The recent abnormal price of new-laid eggs, now happily normalizing itself, recalls the late Dan Leno's famous dissertation on the subject, in the course of which he announced, in that mock-pathetic and irresistibly humorous way of his, that the fresh laid egg was extinct. What was once a joke has almost become a fact, for eggs have been no joking matter of late, indeed, the saying "eggs is eggs" is true in a double sense. An ancient and rather battered actor somewhere in Covent Garden was gazing sadly at a box of those precious articles of diet labelled "3s 9d per dozen," when he was seen to strike a familiar tragic attitude and heard to say to a friend, "3s 9d a dozen—why, in my time, laddie, they used to throw 'em at us." Which reminds me of Mark Twain's story of how upon arrival in a town where he was due to lecture, and being desirous of learning what the townsfolk thought of the pending event, he inquired of the local storekeeper whether there was any entertainment in the town that evening. "I expect there's going to be a lecture," said he; "I've been selling eggs all day!" But that was before the war!

Growth of Petroleum-Refining Industry.

From Paint, Oil and Drug Review

The value of the annual production of the petroleum-refining industry of the country, according to the preliminary report by the United States Bureau of the Census, increased 67.2 per cent. between 1909 and 1914. The total cost of the crude petroleum increased 64 per cent. between those years.

The production of naphthas and lighter products, chiefly gasoline, increased from 10,806,550 barrels in 1909 to 29,200,764 barrels in 1914, while the value increased from $39,771,959 to $121,919,307. The output of fuel oils increased from 34,034,577 barrels, valued at $36,462,883; to 74,669,821 barrels, valued at $84,017,916. Illuminating oils show an increase in quantity from 33,495,798 barrels, valued at $94,747,010, to 38,705,496 barrels, valued at $96,806,452, or an increase of 11.7 per cent. in quantity and of 2.4 per cent. in value. On the other hand, lubricating oils show a decrease in quantity with an increase in value, from 10,745,885 barrels, valued at $38,884,236, to 10,348,521 barrels, valued at $55,812,120. All other products, including residuum or tar, greases, paraffin wax, asphalt and subsidiary and by-products, increased in value from $27,331,571 to $37,805,610, or by 38.2 per cent.

The gasoline product of the petroleum refineries does not include casing-head gasoline condensed from natural gas at the gas wells. The total gasoline production, including casing-head gasoline, was 24,711,565 barrels of 50 gallons, or 1,235,578,250 gallons.

The way that Wins.

From the Financial Post.

Much is being said at present with regard to what is being done by American bankers to extend United States trade abroad, and at the same time the example of Germany is lauded. The assumption, only a partially true one, is that German banking is very largely responsible for the extension of German commerce. No system of banking or financial juggling can sustain an inferior product in any market when a better commodity and sound methods prevail. With his eyes wide open John Bull sees the plans that are being fabricated in the United States, and they do not disconcert him. He grumbles slightly and then gets down to his thorough plodding ways. Quite recently some members of the Association of English Chambers of Commerce grumblingly urged that German banks did more for German commerce than British banks for British commerce, and they were corrected on this point by Sir Edward Holden, who in vigorous terms told the Britishers what financial houses in England have done for British commerce. Many centuries before Germany became a factor in foreign trade, the London merchant, not with money borrowed from the fund of savings which are cared for by the English banks, but with his own money and that of his associates, extended British commerce to the farthermost parts of the world, and where now its ramifications are firmly established. Traders with their own money laid the foundations of the great system which brings to London yearly such huge toll from international commerce. This well-trodden path, the beating of which was to some extent done by the Dutch merchants, has been, in quite recent times, followed by Germany, and now the United States is looking for opportunities along the same road. The fact, however, is generally overlooked that the trail was blazed by the Britisher. It was Sir Edward Holden who had to tell the members of the Associated Chambers of Commerce that the banks were at present undertaking for the Empire a task greater than hitherto assumed by any form of banking. While thus doing so great a service for the world, and at the same time exerting so potent an influence in restoring foreign trade to normal, the future is not being disregarded. Plans are shaping themselves to meet the aggressions of neutrals, and it is in this regard that Canada has a vital interest. Ottawa should be on the alert to secure British cooperation in finding a larger place in foreign markets. As the nations of the Empire fought together, so should they trade.

Eeny Meeny Miny Mo!

From Industrial Canada

Another month has passed, and still there has been no announcement from Ottawa that would indicate the slightest effort on the Government's part to harmonize the conflict between its pals for production on the one hand and recruiting on the other.

The Department of Agriculture keeps urging the farmers of Canada to produce, produce, and to keep on producing. The Minister of Finance implores manufacturers to keep up their productions, partly because he wants to get a slice of their profits, but in a greater measure because he recognizes that only by production can we as a nation meet our financial obligations. The Chairman of the Imperial Munitions Board keeps clamoring for deliveries, and threatens delinquents with cancellation of their contracts unless they speed up. And all the while the Minister of Militia goes serenely on his way taking indispensable men from the farm, from the workshop and from the munitions factory, regardless of the havoc he creates with our national machinery for production.

If the Government's inaction were due to failure to appreciate the seriousness of the situation, then they would be branded as unfit for the responsibilities that have been entrusted to them. But we do not believe anything of the kind. They know, they must know the straits to which manufacturers are already being reduced in coping with this problem of production. Unless they are devoid of imagination they must also realize that things will grow far worse before they begin to get better, because thus far the Minister of Militia has secured only half the men he set out to secure. They have also been shown evidence pointing to the probability of a drop this year of $300,000,000 in Canada's agricultural production, due to the inroads which recruiting officers have made on farm labor. They cannot contemplate that with very much satisfaction. But still they hesitate to apply the remedy which they know to be the proper one, and which sooner or later they have got to come to. Why?

If it's votes they're afraid of it would seem pertinent to remark that men who are so easily scared from following the path of plain duty are a mighty poor outfit to direct Canada's end of the campaign to hunt the Huns.



FRUIT AND VEGETABLES



Navels Up Sharply: Strawberries Cheaper

Louisiana Sends Strawberries as Well as Florida—Lemons are Lower in Price—Better Supplies of Beets—Rhubarb in Good Demand

MONTREAL

FRUIT.—Market remains unchanged in principal features, although there have been some advances and declines in some lines during the week. Oranges have developed further strength and are firm, having advanced nearly 50c per case for navels. Feeling for the future is very firm in this line, as it is thought that eastern trade will develop a stronger market. Grape fruit has developed strength and is now quoted from $3 to $3.50 per case and is firm at these prices. Strawberries have fallen off. Floridas are quoted at from 40c to 45c a box and Louisiana berries at 13c, a decline in the former from 5c to 15c a box and in the latter of 3c a box. Apples have developed a weaker tendency with decline in some of the varities, of about 50c, and the present outlook is for weakness in this line. Ben Davis No. 1's are $4, No. 2's $3.50, Greenings $4.50, and Darwins $4.25. Lemons remain firm and unchanged in price, although big lots are held in stock here. No. 1 fruit is very scarce. General trade continues fair as a result of milder weather, which however has not been sufficient enough to bring in any change other than an easier feeling in market.

Apples—		
Starks	....	5 00
Spys	....	7 00
Ben Davis, No. 1	....	4 00
Ben Davis, No. 2	....	3 50
Russets, No. 1	....	6 00
Russets, No. 2	....	5 00
Greenings	....	4 50
Baldwins	4 00	4 25
Bananas, bunches	2 00	2 25
Cranberries, Cape Cod, bbl.	12 00	12 50
Grapefruit, 46-54-64-80-96	3 00	3 50
Lemons—		
California	....	2 75
Verdellis	....	2 75
Messina, 300 size, box	2 50	3 00
Oranges—		
Navels	3 50	4 00
Jamaica, 196-200-216	....	2 50
Porto Rico, 126-150-250-288	....	2 50
Pineapples, 18-24 and 30-36	....	6 00
Strawberries, Florida, box	0 40	0 45
Strawberries, Louisana	....	0 13

VEGETABLES.—Business in general shows a decided improvement over last week, in spite of advances in several lines. Brussels sprouts are very scarce. There are no more of home-grown offered, and all those coming forward are from the United States. There has been an advance so that they are now 23c. The price of Florida celery has advanced another 25c, and is now selling at $3.25. Endives are 5c higher, and now are 25c per lb., and very hard to get in the face of a good demand. Boston head lettuce is up 40c, and is now $2.40 per box. This is stated to be due to the fact that the New York market in taking all lettuce from Boston so that the whole market has felt the effect of this diversion of the product. Bermuda parsley has declined 25c, and is now offered at $1. Artichokes are very scarce, and it is expected that they will continue so for several weeks to come until the frost is well out of the ground and makes digging operations a little easier. New cabbage is moving slowly at the quoted price of 3½c and trade favors the old cabbage at the lower prices, but it is expected that lower prices will prevail very shortly and divert demand to the new cabbage.

Onions are firm at $3.75 the 190 bag for Montreal, and at $6.50 per crate for Spanish. Good red onions are very scarce, although there are large quantities of inferior grades on the market. Tomatoes are firm and an advance is not out of the question. They are very plentiful in the market and cars in good condition are arriving daily. There is an excellent demand and nothing is selling quite so well as this line.

Artichokes, bag	....	1 50
Beets, bag	....	1 50
Beans, wax, N.Y., per basket	....	4 00
Beans, green, N.Y., per basket	....	4 00
Brussel sprouts, qt.	....	0 23
Cabbage, Montreal, per bbl.	....	1 75
Cabbage, red, doz.	....	0 40
Cabbage, new	....	3 50
Carrots, bag	0 50	0 75
Cauliflower, crate, single, doz. bunches	....	3 50
Cauliflower, Canadian, doz.	1 00	1 50
Celery, Florida	....	3 25
Cucumbers, fancy, Boston, doz.	....	1 75
Egg plant, N.Y., doz.	....	1 75
Endive Can., per lb.	....	0 25
Garlic	....	0 30
Horse radish, per lb.	....	0 15
Leeks, bunch	0 25	0 30
Head lettuce, Boston, box	....	2 40
Curly lettuce, box 4 doz.	....	2 40
Mint, doz.	....	0 60
Mushrooms, 4-lb. basket	2 00	2 50
Oyster plant, doz.	....	0 50
Onions—		
Montreal, 100 lbs., bag	....	3 75
Spanish, crate	....	6 50
Parsnips, bag	....	1 50
Parsley, Bermuda	....	1 00
Potatoes—		
Montreal, 80 lbs., bag	....	1 75
New Brunswick, 80 lbs., bag	....	2 00
Green Mt.	....	2 00
Sweet, hamper	1 75	2 00
Rhubarb, per doz.	....	1 25
Spinach, New York, bbl.	....	3 50
Turnips, bag	....	1 00
Turnips, bag, Quebec	....	1 25
Tomatoes, hothouse, lb.	0 30	0 35
Tomatoes, Florida, 6 basket crate	2 50	3 25
Watercress, Boston hothouse, doz.	....	0 75
Watercress, Canadian, doz.	....	0 40

TORONTO

FRUIT.—Strawberries are getting slightly cheaper as better supplies come in. Louisiana is now a competitor with Florida for these and is shipping in some nice stuff. We quote a slight decline in strawberries this week. A lot of apples continue to come in from the West, and therefore prices show little change. Demand is good, but no failure of stocks is apparent. Oranges all show a firmness, which in the case of navels is an actual advance. Quotation is now $3.50 to $4 for these. Demand is keen. Lemons, both California and Messina are getting cheaper as ampler supplies come forward. Rest of the list shows trifling change only. Grapefruit continues to get a lot of business. Milder weather has induced, it seems, even better buying, larger orders accruing.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	6 00
Apples, Spies, bbl.	4 00	7 00
Apples, Baldwins, bbl., No. 1	3 00	5 00
Apples, Greenings, bbl.	3 00	5 00
Apples, Russets, bbl.	3 00	4 50
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 00	2 75
Bananas, per bunch	2 00	2 75
Cranberries, bbl.	....	12 50
Grapefruit—		
Florida, case	3 80	4 00
Cuban, case	3 00	3 50
Oranges—		
Florida, case	3 50	4 00
Navels	3 50	4 00
Kings, case	5 75	6 00
Lemons, new, California, box	3 00	3 25
Lemons, new, Messina, box	2 75	3 25
Limes, per 100	....	1 50
Pineapples, Florida	5 50	6 00
Strawberries, Florida	0 50	0 55

VEGETABLES.—Asparagus now selling by the dozen, is quoted at $5.50 and $6.50, and sells well at those levels. Beets are lower; supplies are getting better daily and demand is about the same. Cars of Florida celery are coming in and appear to have the preference. California shows no change in price though supplies on hand are not heavy. Cauliflower is in good demand, the California stuff selling around $4.00, and the Oregon a dollar cheaper. Radishes get more plentiful and are down a nickel, at 40c. Mushrooms are in good demand, home grown now competing with imported very successfully. Former are worth around 50c per pound. Hothouse

(Continued on page 40.)



PRODUCE AND PROVISIONS



Butter and Cheese Firmer

Advances in Former and a Strong Tone Noticeable—Newlaids Come Down Still More—Poultry Prices all Increased—Pork Products Strong—Cheese is Very Firm

MONTREAL

PROVISION.—Market remains unchanged in price, with the exception of roast ham, which has advanced 3c, and is now 35c a lb. Trade in provisions is good and all lines of pork product are moving very freely with demand particularly good for lard and compounds. The high prices of hams reported last week are being maintained with strength so that a continuation of the present high prices is considered as likely. Undertone of market in general is very firm and there is good demand in hogs from packers. Trade in dressed hogs is fair for small lots that go at once into consumption. Supplies of smoked meats on hand are only normal and in view of the demand in force the feeling is very firm. Lard prices are well maintained and unchanged as result of the general situation in hogs and pork products and are in good demand.

Hams—		
Small, per lb.	....	0 21
Medium, per lb.	0 20	0 21
Large, per lb.	....	0 19
Backs—		
Plain, bone in	....	0 24
Boneless	....	0 29
Peameal	....	0 29
Bacon—		
Breakfast, per lb.	....	0 24
Roll	....	0 17
Shoulders, bone in	....	0 15
Shoulders, boneless	....	0 16
Cooked Meats—		
Hams, boiled, per lb.	....	0 32
Hams, roast, per lb.	....	0 35
Shoulders, boiled	0 26	0 27
Shoulders, roasted	....	0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—		Per bbl.
Heavy short cut mess	....	27 00
Heavy short cut clear	....	27 50
Clear fat backs	....	30 00
Clear pork	....	28 00
Lard, Pure—		
Tierces, 350 lbs. net	....	0 15
Tubs, 50 lbs. net	....	0 15¼
Tins, 50 lbs. net	....	0 15¼
Pails, wood, 20 lbs. net	....	15½
Pails, tin, 20 lbs. gross	....	0 15
Cases, 10 lb. tins, 60 in case	....	0 15¾
Cases, 3 and 5-lb. tins, 60 in case	....	0 16¾
Bricks, 1 lb., each	....	0 17¼
Lard, Compound—		
Tierces, 375 lbs. net	....	0 13¾
Tubs, 50 lbs. net	....	0 14
Tins, 50 lbs. net	....	0 14
Pails, wood, 20 lbs., net	....	0 14¼
Pails, tin, 20 lbs. net	....	0 14½
Cases, 10-lb. tins, 60 in case	....	0 15¼
Cases, 3 and 5-lb. tins, 60 in case	....	0 15
Bricks, 1 lb. each	....	0 16
Hogs—		
Dressed, abattoir killed	....	0 14½

BUTTER.—New made shows a general firming and demand from all sources continues good, with some outside inquiries developing this week. Dairy butter is very scarce and high. There is very little fresh made creamery solid coming into this market and what little is received is costing from 32½c to 33c at factory. Receipts show an increase of 10,000 packages for the year ending March 30th over the preceding year. General condition of market is firmer than last week with continuation of the good demand prevailing then, although it cannot yet be said to be active. Finest creamery, fresh made is 1c higher and is offered at 34c a lb.

Butter—		
Finest creamery, September make	....	0 35
Finest creamery, fresh made	....	0 34
Dairy prints	....	0 30
Dairy, solids	....	0 30
Separator prints	....	0 30
Bakers	....	0 26

EGGS.—The easy feeling continues to prevail in this market although prices remain unchanged from last week. The market in the country is down to 20c at the store in free cases. Dealers are now having their eggs shipped by freight. Demand is very good, but the bad condition of the country roads is holding back delivery and restricting trade to some extent. It is expected that prices in the country will be down to 18c or 19c in the very near future. The bad roads and the good demand have combined to maintain price during the past week to a greater extent than was expected and in some quarters it is believed that large quantities are being held back so that the near future should see a lower range of prices. Although not coming forward as freely as needed at present, it is expected that there will be larger supplies coming to the front by the middle of the week.

Eggs, case lots—		
New laid, stamped	....	0 26

CHEESE.—Market is very firm and unchanged in price and conditions generally are steady with no changes at present to record on a mid-season trade that tends to dullness. Local jobber sales account for most of the business done, but fodder cheese is coming forward in greater quantities and stocks show a slight increase. High prices continue to be chief factor in restricting demand.

Cheese—		
1915 make	0 19	0 20
Stilton	....	0 21

POULTRY.—Market remains firm with no changes to record. There is a good steady trade which is cleaning up existing stocks. A bare market is looked for by the time new supplies come to hand. High prices still continue to restrict consumption and arrivals of fresh killed are not sufficient to materially affect situation. Turkeys remain firm after recent advance, of 1c and although demand has lessened, stocks are so small that an oversupply is not regarded as likely.

Poultry—		
Frozen stock—		
Turkeys	0 26	0 28
Fowl, large	0 20	0 21
Fowl, small	0 16	0 19
Ducks	....	0 20
Geese	0 17	0 18
Roasting chicken, milkfed, 4 lbs. or over	0 21	0 26
Roasting chicken, ordinary	0 18	0 22
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair	....	0 40
Squabs, Philadelphia, pair	....	0 70
Pigeons, pair	0 25	0 30
Live stock—		
Fowl, 5 lbs. and over	0 22	0 23
Fowl, small	0 18	0 21
Turkeys	0 22	0 25
Ducks	0 25	0 28
Geese	0 16	0 18
Chicken	0 15	0 18

HONEY.—There is no change in market to record from last week. It remains steady and quiet with only a fair volume of business and supplies normal again after the recent slight movement of stocks.

Honey—		
Buckwheat, tins	....	0 09½
Strained clover, 60-lb. tins	....	0 12
Strained clover, in 10-lb. tins	....	0 12½
Strained clover, in 5-lb. tins	....	0 12½
Comb honey, white clover, per section.	....	0 16
Comb honey, buckwheat, per section..	....	0 13

TORONTO

PROVISIONS.—All pork products remain exceptionally firm, owing to state of hogs, but there is no actual advance. Lard is very strong. Bacons are still, so far as demand goes, somewhat dull, though fundamental firmness of pork precludes their dropping any in price.

Hams—		
Light, per lb.	0 19	0 20
Medium, per lb.	0 20	0 21
Large, per lb.	0 15	0 17
Backs—		
Plain	0 25	0 26
Boneless, per lb.	0 28	0 29
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 21	0 24
Roll, per lb.	0 17	0 18
Shoulders, per lb.	0 17	0 18
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 16	0 16¼
Long clear bacon, small lots	0 16¼	0 16½
Fat backs, lb.	0 13½	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 29
Hams, roast, per lb.	0 27	0 29
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		

Heavy mess pork, per bbl.	26 00	27 00
Short cut, per bbl.	27 00	29 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13¾	0 14
Tubs, 60 lbs.	0 14	0 14¼
Pails	0 14¼	0 14½
Tins, 3 and 5 lbs., per lb.	....	0 14¾
Bricks, 1 lb., per lb.	....	0 15
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 13	0 13½
Tubs, 50 lbs., per lb.	0 13¼	0 13¾
Pails, 20 lbs., per lb.	0 13½	0 14
Hogs—		
Live	9 50	9 75
Dressed, abattoir killed	14 00	14 25

BUTTER.—Market all round is much firmer and advances are recorded in all grades of both dairy and creamery. Make of creamery is getting smaller and the country is not shipping much in. Dairy is in a good deal the same case; light deliveries, heavy demand. Situation in market is now completely opposite to that of two weeks ago, when levels were naturally low. But there were prophets then that butter would be higher. Ameriea continues high and firm.

Creamery prints, lb.	0 35	0 36
Creamery solids	0 33	0 34
Dairy prints, choice, lb.	0 29	0 32
Dairy prints, lb.	0 27	0 29
Bakers	0 25	0 26

CHEESE.—High prices still rule, though domestic demand is not unusually heavy. It is said that prices are prohibitive and that purchasers are holding off. Make is coming in freely enough now, and there is perhaps something artificial in the strength of quotations.

Cheese—		
New, large, per lb.	....	0 19
New, twins, per lb.	....	0 19¼
June and Sept., large, per lb.	....	0 20
June and Sept., twins, per lb.	....	0 20¼
June and Sept., triplets, per lb.	....	0 20½

EGGS.—This market has settled down to featurelessness now that new-laids are so plentiful. The competition now is not between Ontario and Chicago as to deliveries, but rather between merchants as to what they can buy their eggs for. Said to be fetching 21c in country, but this is shaded in places, to 20c. Price to trade is from 24 to 27, good many going at former level.

Eggs—		
New laids, specials, in cartons	0 26	0 27
New laids	0 24	0 25

POULTRY.—All prices are very much higher; that's the main feature. Demand is good, and deliveries of all poultry are very light. Demand makes great inroads upon supplies and the latter will soon be cleaned up, before, at any rate, replenishments, to any extent, arrive. Chicken is particularly in demand, and fowl has a good run. Turkey is quieter, but stocks are bare.

Poultry—	Live	Dressed
Old fowl, pound	0 18—0 20	0 18—0 20
Old turkeys	0 18—0 20	0 26—0 30
Ducklings	0 14—0 16	0 18—0 20
Turkeys	0 18—0 20	0 23—0 27
Chickens	0 18—0 20	0 20—0 24
Chickens, milkfed	0 17—0 20	0 25—0 26

HONEY.—Prices and conditions alike show no change. Demand is ordinary, and supplies are average.

Honey—		
Buckwheat, bbls., per lb.	0 07	0 07½
Buckwheat, tins, per lb.	0 07½	0 08
Clover, 50 lb. tins, per lb.	....	0 13½
Clover, 10 lb. tins, per lb.	....	0 14
Clover, 5 lb. tins, per lb.	....	0 14
Comb, No. 1, doz.	2 50	3 00
Comb, No. 2, doz.	2 00	2 40

WINNIPEG

PRODUCE AND PROVISIONS.—The feature of the market is without doubt the high price of hogs. A record figure was reached in the history of the stock yards on Thursday last when $10.75 was paid for choice lots, although the bulk of the sales were at $10.50. Last week packers had not yet raised their prices on meat products, but these came into effect on Monday of this week, including an advance in hams breakfast bacon, and cooked meats. Pnre lard also advanced from 14½c (tierces) to 15¼e, with corresponding advances for cases. Receipts of eggs are increasing, and the demand is very good, due particularly to price, and very largely to Lent. Lent has a wonderful effect on the consumption of eggs. Present prices to country merchants delivered Winnipeg average 20c, depending, of course, on quality. With continued spring weather we look forward to an enormous increase in receipts, and consequently lower prices. Grocers were paying last week end 22½c 23c candled, but the price this week will be 1c or 1½c lower There is a weak undertone to butter market, but quantity of fresh made coming in is small, and we look for an even smaller make towards the middle of next month, and therefore anticipate a temporary firming up in storage stock.

Hams—		
Light, per lb.	0 21½	0 22½
Medium, per lb.	0 19	0 21
Large, per lb.	0 17	0 19
Bacon—		
Breakfast, per lb.	0 22	0 23
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light	....	0 15½
Cooked Meats—		
Hams, boiled, per lb.	0 29	0 30
Shoulders, boiled, per lb.	0 23	0 24
Barrelled Pork—		
Mess pork, bbl.	....	27 00
Lard, Pure—		
Tierces	....	0 15¼
Pails	....	3 17½
Cases, 10s	....	9 60
Cases, 5s	....	9 68
Cases, 3s	....	9 75
Cartons	....	0 16¾
Lard, Compound—		
Tierces	....	0 12¼
Tubs, 50s, net	....	6 25
Pails, 20s, net	....	2 60
Butter—		
Fresh made creamery	....	0 35
Best storage creamery	....	0 34
Best dairy	0 26	0 27
Cooking	0 18	0 19
Eggs—		
New laids	0 21½	0 22½
Cheese—		
Ontario, large	....	0 20¼
Ontario, twins	....	0 20½

FRUIT AND VEGETABLES

(Continued from page 38.)

rhubarb continues to be somewhat slow so far as demand goes. Florida cabbage is fetching $3.50 a case. Mild weather has not affected vegetables much except to make it better for domestic stuff to get in from the country. Demand is sharp for most lines.

Asparagus, doz.	5 50	6 50
Cabbage, new, case	3 00	3 50
Beets, Canadian, bag	1 60	0 65
Carrots, bag	1 10	1 25
Cauliflower, case	3 00	3 25
Celery, Cal., case	6 50	7 00
Celery, Florida, case	3 00	3 25
Cucumbers—		
Hothouse, doz.	2 00	2 25
Onions—		
Choice, Canadian	2 00	2 25
American, 100-lb. bag	3 75	4 00
Spanish, large case	6 00	6 25
Green, doz., bunches	0 10	0 20
Lettuce, leaf, doz.	0 25	0 35
Lettuce head, bamper	2 75	3 00
Mushrooms, imported, 6 qt.	2 25	2 75
Parsnips, bag	0 75	0 90
Parsley, doz.	1 15	1 25
Peppers, green, case	3 00	4 00
Potatoes—		
N.B. Delawares, bag	1 90	2 00
Ontario, bag	....	1 85
Sweet, kiln-dried, hamper	....	1 35
Radishes, doz.	....	0 40
Rhubarb, doz.	0 75	1 00
Tomatoes, crate	3 00	3 25
Turnips, bag	0 50	0 45

WINNIPEG

FRUIT AND VEGETABLES.—There is little to say about this market, as very little new stuff is arriving, and prices remain much the same as they were a week ago. As was expected, there has been a decline in strawberries, which are arriving more plentifully. They are now offered at $4.00 per case. California cauliflowers are now being sold in a basis of 2.50 per crate. In the potato situation things are about as they were, only Albertas and B. C.'s offering.

Fresh Fruits—		
Grapefruit, case	....	4 00
Strawberries, Florida, case	....	4 00
Ontario apples, bbls.	5 00	7 00
B.C. box apples, No. 1s	....	2 00
B.C. box apples, No. 2s	....	1 75
Washington box apples	....	2 50
Navel oranges, case	3 25	4 00
California lemons	....	4 50
Bananas, bunches	2 50	3 50
Vegetables—		
Asparagus, case	....	8 00
Cabbage, new, lb.	....	0 03½
Cabbage, per lb.	....	0 02½
Peppers, per basket	....	0 75
Mushrooms	....	0 90
Carrots, per lb.	....	0 02
B.C. potatoes	....	1 25
Alberta potatoes	....	1 60
Sweet potatoes, hamper	....	2 25
Garlic, per lb.	....	0 25
Turnips, bushel	....	0 60
California head lettuce, case	....	4 50
California cauliflower, crate	....	2 50
Valencia onions, cases	....	7 50
Red Globe onions, lb.	....	0 04
Head lettuce, doz.	....	1 00
California celery, doz.	....	1 50
Florida tomatoes, case	....	4 00

WOULD NOT BE WITHOUT CANADIAN GROCER

MacLean Publishing Co.

Dear Sirs:—Your letter of March 16 to hand about my subscription to CANADIAN GROCER. I went to the Post Office and can find no trace of Postal note, so it must have been my mistake, for which I am very sorry, but I had it marked down in the cash book paid. I would not do without your paper if it was three times as much.

Hoping you will excuse this oversight on my part, I enclose note for $2.

A. H. McKENZIE,

River John, N.S.,

March 20, 1916.

Retail merchants in Kelowna, B.C., requested the city council for a special rate for electric light so that they could illuminate their windows at night time. This was voted down on the ground that it would necessitate the installation of additional meters and special wires.



FISH AND OYSTERS



Fresh Fish Coming Along

Haddock and Cod Still Scarce—Roe Shad and Western Fresh Salmon Selling — Limited Supplies of Lake Erie Whitefish in—Exit Oysters and Smelts.

MONTREAL

FISH—The arrival of milder weather has given fresh impetus and new direction to business. Demand, which up to change in the weather, has been for frozen lines, has now changed in favor of fresh fish. Stocks of frozen are very low, except in halibut and perhaps a few white fish and dore, but the prices have increased in proportion to the smallness of stocks on hand and frozen halibut are now up to 12c. and 13c. per lb. by the case. There is little fresh fish arriving as yet, and owing to the late Spring supplies will not be available for some time to come Last year fresh halibut from Gaspe was delivered at this time, while this year deliveries are not expected for three weeks yet. Owing to bad weather, only small quantities of fresh fish are being marketed and these at high prices. Fresh lake and river fish are just beginning to move. Lobsters are still retaining their high level of prices. Demand for bulk and shell oysters is dwindling away and market in this line is without any feature of note.

TORONTO

FISH AND OYSTERS—Sensation of market, although perhaps not immediately a new sensation, is lobster at 80 cents a pound! Of course this is prohibitive. None but a few stores with moneyed patrons can handle it at retail price this infers, and most stores won't tackle it. Still, it's to be had, if anybody wants to pay the price. There is a great scarcity, which, getting worse and worse for the last couple of months, has now got to acute stringency. Fresh fish is coming along now, although a lot of frozen still sells. Among fresh stuff is fresh caught salmon from the Pacific, excellent quality, fetching around 30c a pound. Here and there price is shaded, but there is a good demand. New York is shipping in a lot of flounders at the high price of 12 cents to the trade. Demand is brisk enough at that. A small quantity of fresh caught Lake Erie whitefish is coming along and is eagerly in demand. It sells for 20 cents. Boston contributes some fresh caught halibut, which looks very nice. It fetches a big price, though—18c. Roe shad is also making its debut. This comes from New York, and sells just now for $1.75. It will be down this week, it is thought, to $1.35, and lower than that. High-class trade can handle it with profit.

Haddock and cod fish are very scarce as yet, haddock going at 10 and cod at 12 cents. Supplies appear to be coming along now, and prices may drop. Finnan haddie still bring 12 to 14c. Oysters are about done. The warm weather hit them badly. Smelts too are nearly over, and no more supplies will come in.

SMOKED FISH.	Montreal	Toronto
Haddies, per lb., new cured	.08-.08½	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.09	.09
Haddies, fillets, per lb.	.12	.14
Herring, Ciscoes, baskets	1.25	1.50
St. John bloaters, 100 in box	1.20	1.25
St. John bloaters, per box	1.00	1.00
Yarmouth bloaters, 69 in a box	1.20	1.25
Smoked herrings, large, box	.16	.15
Smoked herrings, medium, box	.16	.16
Smoked boneless herrings, 10-lb. box	1.40	1.40
Kippered herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	.12
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	
Red Cohocs, dressed, lb.	.11	.11
Red Cohoes, dressed, lb.	.12	.11
Pale qualla, dressed, per lb.	.10	.08
Halibut, white western, large and medium, per lb.	.11-.12	.13
Halibut, eastern, chicken, per lb.	.11	.12
Mackerel, bloater, per lb.	.08½-.09	.1-
Haddock, medium and large, lb.	.10	.10
Market codfish, per lb.	.05	....
Steak codfish, per lb.	.10	.12
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-.16	.12
Smelts	.11	.13
Smelts, extras	.15	.20
Herrings, per 100 count	3.00	3.00
Round pike	.07	...
Grass pike, dressed	.08	...
Swordfish, lb.	.10	....

DRIED AND PREPARED FISH.		
Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 50
Dried hake, medium and large, 100 lb.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case.	6 50	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 11	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	0 15 1 80	0 15 1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.		
Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal	1 40	2 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	1 60	....
Best scollops, imp. gallon	2 25	3 50
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 00	....
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best select, quart cans, each	0 50	0 75
Rockaways, 100	....	1 50
Blue points, small	....	1 00
Blue points, large	....	1 50

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.		
Cape Cod shell oysters, per lb.	9 00	1 50
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	9 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, lb.	....	0 80
Little necks, per 100	1 25	1 50

FRESH SEA FISH.	Montreal	Toronto
Halibut	13 —14	15 —14
Haddock, fancy express, lb.	9 —10	9 —10
Mackerel, medium, each	14 —15	.....
Steak, cod, fancy, express, lb.	10 —11	10 —12
Herrings, each	3	3
Flounders	10	12
Flounders, New York	....	14
Salmon, Western	15 —16	30
Salmon, Eastern	15 —16	....

FRESH LAKE FISH.		
Carp, lb.	0 12	....
Pike, lb.	0 10	0 07
Perch, lb.	0 08	0 07
Suckers, lb.	0 06	0 03
Whitefish, lb.	0 12	0 20
Herrings, per 100	3 00	3 00
Lake trout	0 12	0 14
Eels, lb.	0 10	0 08
Dore	11-12	0 13

FROZEN LAKE AND RIVER.		
Whitefish, large, per lb.	.09-.09½	.09-.10
Whitefish, small tulibees	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress or ound, lb.	.06½-.09	.09-.13
Pike, dressed and headless, lb.	.07-.07½	.07
Pike, round, per lb.	.06½-.07	.06-.07

PICKLED FISH.		
Salmon, Labrador, tierces, 300 lbs.	20 00	....
Salmon, Labrador, bbls., 200 lbs.	14 00	....
Salmon, Labrador, half bbls., 100 lbs.	7 00	....
Salmon, B.C., hhls.	12 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	11 00	....
Sea trout, Labrador, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, .S., bbls. 200 lbs.	20 00	....
Mackerel, N.S., half bbls., 100 lbs.	12 00	....
Mackerel, N.S., pails, 20 lbs.	3 00	2 00
Herrings, Labrador, bbls.	6 50	....
Herrings, Labrador, half bbls.	3 50	3 50

WINNIPEG

FISH AND POULTRY.—The scarcity in live stock continues, and the Jewish trade are paying exceedingly high prices. As high as 20c is being secured for old hens, which could have been bought dressed in November and December for 14-15c. No changes in fish prices. Finnan haddies continue hard to get. Business generally is first rate. Halibut and salmon are big sellers. Frozen stocks are still moving, and little fresh arriving. Small quantities of fresh halibut are coming in, selling for 12½c.

Fish—		
Frozen salmon	....	0 10
Frozen halibut	0 08½	0 09
Pickerel	....	0 07½
Steak cod, per lb.	....	0 08
Lake Winnipeg whitefish	....	0 09
Finnan haddie	0 09½	0 10
Kippers, per box	....	2 00
Lake trout, per lb.	....	0 10
Bloaters, per box	....	2 00
Salt ackerel, 20-lb. kit	....	3 00
Smoked gold-eyes, doz.	....	0 50
Oysters, per gal.	....	2 50
Oysters, on shell, doz.	....	0 25
Poultry, Live—		
Fowl	....	0 15
Roosters	....	0 11½
Chickens	....	0 15
Turkeys	....	0 19
Ducks	....	0 13
Ducklings	....	0 14
Geese	....	0 12
Poultry, Dressed—		
Ducks, No. 1	....	0 24
Fowl, No. 1	....	0 20
Turkeys, No. 1	....	0 30
Geese, No. 1	....	0 22



FLOUR AND CEREALS



Advance in Ontario Flour

Ten-Cent Increase Registered—Much Firmer Feeling—Slight Drop in Ocean Freight Stirs up Overseas Enquiries—Oats Show Strength—All-round Advance in Feeds.

MONTREAL

FLOUR.—Prices remain unchanged, but there is a firmer feeling in the market, and buyers are showing more interest, following an advance of 8c in wheat during last week. It is pointed out that a corresponding advance in the price of flour would mean 35c per barrel, and that the present price is maintained only because the old price of wheat insured a profit, and still insures a small profit, for the miller, even at the advanced price of his wheat. The embargo still remains a feature of first importance, and is now felt by millers, whose shipments at first did not come within the scope of its restrictions. Technically it is still on hard and fast; actually the railroad company takes a few shipments daily and relieves the situation to this extent. Business is fair, although no large volume of trade is passing, and none expected to, until the embargo is lifted. The breaking of roads in the country tends to keep shipments very slow, as goods cannot be carted. Feeling is firm for the future when the embargo is lifted, and the condition of country roads has improved.

Winter wheat flour remains quiet, but is steadier than for some time past owing to the advance in wheat, which has tended to check erratic tendency that was cropping up in this market. It is stated that farmers do not intend to sell their grain at prevailing prices, but would rather grind into feed for hogs and cattle, for which the price is good in contrast, and this tendency has a steadying influence. Stocks in the hands of the big millers remain large, however, and present the one feature of weakness in the new market.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	6 60
Second patents	6 10
Strong bakers	5 90
Winter Wheat Flour—	**Car lots**	**Small lots**
Fancy patents	5 85	6 10
90 per cent. in wood	5 60	5 80
90 per cent. in bags	2 70	2 75

CEREALS.—The easier feeling previously noted in this market continues to grow with the advance of the season and a continuance of ample stocks on hand. Prices remain unchanged, and the same applies to the oat market. Inquiries from Ontario and Quebec are becoming less, but as usual business from the Maritime Provinces keeps up. Prices quoted are list prices only, as condition of market is such that considerable price variations occur on actual sales made, and none but nominal prices may be quoted.

	Per 98-lb. sack
Cornmeal—	
Gold dust	2 75
Rolled Oats—	**90's in jute.**
Small lots	2 75
25 bags or more	2 60
Packages, case	3 90 4 00
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90's, in jute.	
Rolled Wheat—	100-lb. bbls.
Hominy, per 98-lb. sack	4 00
Hominy, per 98-lb sack	2 75
Corn flour, bag	2 65
Rye flour, bag	2 65 2 80
Barley, pot	3 00
Barley, pearl, lb.	0 04½

FEEDS.—Prices remain unchanged, but there is a stronger feeling noticeable than there was last week. Demand is fairly steady and the same general conditions rule as in the flour market. Report indicates that millers expect a shortage owing to the number of flour mills that have been shut down and bran is reported to be somewhat scarce already. Shorts are in greatest demand.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chop, ton	32 00
Crushed oats, ton	33 00
Oats, chop, ton	33 00
Barley, chop, ton	32 00
Feed oats, cleaned, Manitoba, bush	0 55
Feed wheat, bag	1 80

TORONTO

FLOUR—Cash wheat has been advancing sharply this last few days. Our last week's quotation for No. 1 Northern, in store at Fort William, was $1.09½. To-day it is $1.19½, or a gain of ten cents. Upward movements in Chicago and Winnipeg have set the market going and recovery is order of the day. Adverse crop reports gave the bulls their reason and also fact that acreage would probably this year suffer a cut of one-third, owing to lack of labor. Moreover, export trade developed strength which all helped the boost in wheat levels.

Flour situation shows signs of strengthening. Cables from over seas are coming in now, and enquiries here and there materialise into orders One reason for this is fact that freight rates are better than they were. They have eased some, and 95c. and $1 per cwt. is being asked for full cargoes, shipment this month. This is cheering and gives market support. Local exporters are asking 43 shillings for Ontario and 44 shillings for Spring wheat flour. Business is resulting, and Ontario flour moved up 10c this week. Altogether domestic and export accounts show improvement and a firm feeling is apparent. There is no advance however.

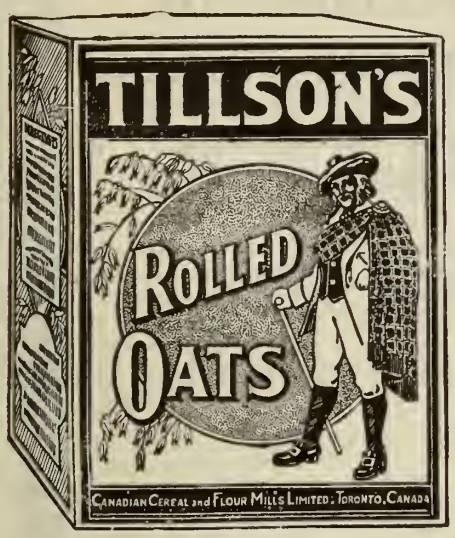
Manitoba Wheat Flour—	Small lots. per bbl.	Car lots. of 2 bags
First patents	6 70	6 50
Second patents	6 20	6 00
Strong bakers	6 00	5 80
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	4 40	4 30

CEREALS—Business in most lines is somewhat dull, seasonably so, in fact, for at this time of the year easiness in cereals is beginning to be apparent. Rolled oats alone maintain any strength. There has been a fairly good demand this week. Manitoba oats moved up slightly last week, and a firmer feeling is apparent. Cornmeal remains firm, reflecting the strength of American corn which again advanced a couple of cents.

Barley, pearl, 98 lbs.	4 70	4 90
Buckwheat grits, 98 lbs.		4 50
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.		2 50
Graham flour, 98 lbs.		3 25
Hominy, granulated, 98 lbs.		3 00
Hominy, pearl, 98 lbs.		3 00
Oatmeal, standard, 98 lbs.		2 76
Oatmeal, granulated, 98 lbs.		2 76
Peas, Canadian, boiling, bush.		3 00
Peas, split, 98 lbs.		6 00
Rolled oats, 90-lb. bags		2 65
Rolled wheat, 100-lb bbl.	3 50	3 50
Rye flour, 98 lbs.		2 80
Whole wheat flour, 98 lbs.		3 25
Wheatlets, 98 lbs.		3 50

FEEDS—Suddenly, without warning, there has sprung up a demand for feeds, and the three major ones register advances of a dollar apiece. Stocks of course are scarce; millers were having a thin time with flour and didn't bother grinding much, hence a shortage, which, when coupled with a good demand, means a bull market. All lines are firm. Ontario oats, reflecting general oat firmness, is up a couple of cents to 43 and 44 cents.

Mill Feeds—	Mixed cars per ton
Bran	25 00
Shorts	26 00
Special, middlings	27 00
Feed flour, per bag	1 60 1 70
Oats—	
No. 3, Ontario, outside points	0 43 0 44



Tillson's Rolled Oats

A FOOD—NOT A FAD

It leads in popularity because it possesses every essential quality of the ideal breakfast Cereal.

The body-building units of **Tillson's Rolled Oats** is one of its biggest recommendations. Its sweet, natural flavor has won it the esteem of every member of the Canadian Family.





Tillson's "Scotch" Fine Cut Oatmeal

for real porridge

There are good profits for you in handling these sanitary dust-proof packages of Tillson's "Scotch" Fine Cut Oatmeal. Get a trial order from your wholesaler to-day and watch results. Remember, all our products are guaranteed absolutely pure.





Tillson's "Scotch" Health Bran

the National Favorite.

A display of **Tillson's "Scotch" Health Bran** never fails to pull results worth while. It is ideal for indigestion and constipation. Recommend it to your customers—they are bound to approve of this popular line.

NOTE OUR PRICES:

Case of 20 2-lb. packages, $2.00. These retail at 15c each.



Canadian Cereal & Flour Mills Company, Limited

Toronto, Ontario

B. B. B.
Star Brand

Boneless Breakfast Bacon, Sugar Cured and the choicest on the market. Come in now with your orders for Easter stock. Prices will not be lower, they may be higher. Made under Government Inspection.

F. W. Fearman Co.
Limited
Established 1854
HAMILTON

Brooms of Quality

may always be had by ordering our brands. We have them at
$3.00, $3.25, $3.50, $3.75,
$4.00, $4.25, $4.50, $4.75,
$5.00, $5.50, $5.75, $6.00
per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.
Hamilton - Winnipeg

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	$ 0 40
4 oz. Tins, 4 doz to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 60
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

DOMINION CANNERS, LTD.

JAMS

"Aylmer" Pure Jams and Jellies 16-oz. Glass Jars.

	Per doz
Apricot	$ 2 30
Assorted	2 20
Blackberry	2 25
Blueberry	2 25
Currant, Red	2 20
Currant, Black	2 25
Cherry	2 20
Gooseberry	2 10
Plum	2 10
Plum, Green Gage	2 20
Pear	2 10
Peach	2 10
Raspberry, Red	2 25
Raspberry, Black	2 25
Rasp. and Red Currant	2 20
Rasp. and Gooseberry	2 20
Strawberry	2 30

CATSUPS

In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 90
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS, with Pork.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05
Family Baked Beans, Plain, 2 doz. to case	1 20
Family Baked Beans, Tomato Sauce, 2 doz. to cs.	1 22½
Family Baked Beans, Chili Sauce, 2 doz. to cs.	1 22½
3's Baked Beans, Tomato Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Chili Sauce, flats, 2 doz to cs., Aylmer only	1 40
3's Baked Beans, Plain, tall, 2 doz. to case	1 50
3's Baked Beans, Tomato Sauce, 2 doz. to case	1 60
3's Baked Beans, Chili Sauce, 2 doz. to case	1 60

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case, per doz.	$ 1 10
12 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 20
16 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 60
16 oz. Glass, Tall, Vacuum Top, 2 doz. per case, per doz.	1 60
2's Glass, Vacuum Top, per doz.	2 80
2's Tin, 2 doz. per case, per doz.	2 30
4's Tin, 12 pails in crate, pail	0 40
5's Tin, 8 pails in crate, pail	0 47½
7's Tin or Wood, 6 pails in crate, pail	0 65
14's Tin or Wood, 4 pails in crate, lb.	0 09
30's Tin or Wood, one pail only, lb.	0 09

BLUE

Keen's Oxford, per lb.	$ 0 17
In 10-lb. lots or case	0 16

COUPON BOOKS — ALLISON'S

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15 and $20. All same price, one size or assorted

UN-NUMBERED

100 books and over, each 0 03½
500 books to 1,000 books 0 03
For numbering cover and each coupon, extra per book, ½ cent.

CEREALS

WHITE SWAN

	Per case
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	$2 70
Buckwheat Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Pancake Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

SOPADE

The Widely Used Water Softener Now Made in Canada



THE line of quality soap products made in the Procter & Gamble factories at Hamilton, Canada, would not be complete without a water softener.

The P. AND G. brand is the widely used favorite—Sopade.

Sopade is in demand wherever a water softener is needed because it does the work no matter how hard the water, and does it without making the water harmful even to the tenderest skin.

If it is your aim to carry the best known, and therefore easiest to sell, articles, you need Sopade.

The Procter & Gamble Distributing Co.
of Canada, Ltd.
Hamilton, Canada

Send for Sopade advertising matter for use in your store.

You save 10 cents a box in buying assorted 10 box lots of the following: Ivory Soap, Gold Soap, P. AND G.—The White Naphtha Soap, Pearline and Sopade. For a well-rounded line you need them all.

His First Afternoon Netted Him $3.50

Ronald R. Poppleton, of Hamilton, recently appointed as district representative for The MacLean Publishing Co., found that his first two hours spent in working our plan had netted him a clean, clear profit of $3.50. This was accomplished in exactly two hours, and it was his first afternoon working our plan.

Now that Mr. Poppleton is acquainted with the plan and knows it thoroughly, his salesmanship, coupled with the same money-making plan we offer you, will produce for him at least $25.00 per week right at the start. This is but another of the few instances of how our new recruits are making good, both for themselves and for us.

We invite you to join this money-making group of young men—and become the district representative for your town. The results of other young men's success can easily be yours if you work with our plan and adopt our selling ideas. Why not get into the selling game, and become independent?

Your spare time at first will start you along the pathway of bigger earnings, until you prove to your own satisfaction that there's money in it for you.

Right now the first thing to do is to write us—say, "Show me the plan whereby my spare time can be turned into money."

The MacLean Publishing Co.
Limited
143-153 University Ave.
Toronto - Canada

(Unsweetened Chocolate)

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 38
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 38
Coffee drops, 5-lb. boxes	0 38
Lunch bars, 5-lb. boxes	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

5 Box lots and upward—Freight prepaid up to 50 cents.

	Per case
Eagle Brand, each 48 cans	6 65
Reindeer Brand, each 48 cans	6 40
Silver Cow, each 48 cans	5 90
Gold Seal, Purity, each 48 cans	5 75
Mayflower Brand, each 48 cans	5 75
Challenge, Clover Brand, each 48 cans	5 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 50
Jersey Brand, Hotel, each 24 cans	4 50
Peerless Brand, Hotel, each 24 cans	4 50
St. Charles Brand, Tall, each 48 cans	4 60
Jersey Brand, Tall, each 48 cans	4 60
Peerless Brand, Tall, each 48 cans	4 60
St. Charles Brand, Family, each 48 cans	4 00
Jersey Brand, Family, each 48 cans	4 00
Peerless Brand, Family, each 48 cans	4 00
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans.	4 50
COCOA, Reindeer Brand, each 24 cans	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36
1 lb. round tins, 4 doz. to case, weight 30 lbs.	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottle, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Special Delivered Price for Canada

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL

Compressed Corned Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18; 14s, $37.

Roast Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18.

Boiled Beef, 1s, $2.50; 2s, $5; 6s, $18.

Jellied Veals, ½s, $1.50; 1s, $3; 2s, $4.50; 6s, $18.

Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.

Beefsteak and Onions, ½s, $1.50; 1s, $2.90; 2s, $5.40.

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making a hit.

Texas Bermuda Onions

NEW CROP

Both Yellow and White
Packed 50 lb. Crates

TOMATOES CELERY
LETTUCE BANANAS
ORANGES LEMONS

WHITE & CO., LIMITED
Wholesale Fruits and Fish
TORONTO

SO THEY ASK for MAPLEINE

because there's nothing quite so good in a "Mapley" flavor.

ORDER FROM:

Frederick E. Robson & Co.
25 Front St. E.
Toronto, Ont.

Mason & Hickey
287 Stanley St.
Winnipeg, Man.



Crescent Mfg. Co.
SEATTLE, WASH.

The Apple Crop

in the famous Georgian Bay District is very short this year. Write us before placing your winter order.

FISH

Salt Trout and Herring

Fresh Frozen Trout and Herring

Lemon Bros.
OWEN SOUND, ONT.

Everybody

Says:

"Traenzzi has certainly given good Lemons this season."

We add:

"As usual."

J. J. McCabe
Agent
TORONTO

The Surest Way

—In fact the only way to permanently build up your business is to concentrate on lines that not only please the customer for the time being, but will bring her back again for more.

You can positively guarantee yourself the customer satisfaction that spells big business when you stock

Lytle's "Sterling" Lines

A counter display of Lytle's will quickly convince you of the justice of our claims. Lytle's have proved their unequalled selling value to dealers everywhere, for the peerless Lytle quality makes fast friends of the most discriminating.

Let the Lytle lines prove their incomparable selling qualities for you. A trial order will start you on the road to the big business you have always aimed for.

Write us to-day.

The T. A. Lytle Co.
Limited

STERLING ROAD - TORONTO

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs. ..... .06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. ..... .06¾
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. .07¼
Barrels, 200 lbs. ..... .06¾
Kegs, 100 lbs. ..... .06¾
Lily White Gloss—
1-lb. fancy carton cases 30 lbs. ..... .07¾
8 in case ..... .08
6-lb. toy trunks, lock and key, 6-lb. toy drum, wltb drumsticks, 8 in case ... .08¼
Kegs, extra large crystals, 100 lbs. ..... .07¼
Canadian Electric Starch—
Boxes, containing 40 fancy pkgs., per case 3 00
Celluloid Starches—
Boxes containing 45 cartons, per case 3 60
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .06½
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .07¾
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs. .07¾
20-lb. boxes ¼c higher than 40's)

COW BRAND BAKING SODA

In boxes only.

Packed as follows:

5c packages (96) .....$ 3 20
1 lb. packages (60) 3 20
½ lb. packages (120) 3 40
1 lb. 30 / ½ lb. 60 } Packages Mixed 3 50

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

2-lb tins, 2 doz. in case.....$2 65
5-lb. tins, 1 doz. in case.... 3 90
10-lb. tins, ½ doz. in case.. 2 90
20-lb. tins, ¼ doz. in case.. 2 85
Barrels, 700 lbs. 3¾
Half barrels, 350 lbs. 4
Quarter barrels, 175 lbs. ... 4¼
Palls, 38½ lbs. 1 95
Palls, 25 lbs. each 1 40
3 lb. Perfect Seal Jar, 1 doz. in case 2 70

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case ... 3 00
5-lb. tins, 1 doz. in case ... 3 35
10-lb. tins, ½ doz. in case.. 3 25
20-lb. tins, ¼ doz. in case.. 3 20
(5, 10 and 20-lb. tins have wire handles.)

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case..3 60
Barrels 0 04¾
½ barrels 0 05

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case...$3 55
5 lb. tins, 1 doz. in case... 4 15
10 lb. tins, ½ doz. in case.. 3 85
20 lb. tins, ¼ doz. in case... 3 75
Delivered in Winnipeg in carload lots.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES

DEL MONTE BRAND

Size	Mam.	Large	Med.
2½ Can	$ 4.75	$ 3.75	$2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can	14.00	12.00	9.00

YUBA BRAND

2½ Can	$3.00	$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Picnic Can		.90

All prices per dozen—F.O.B. Jobbing Points.

CANNED HADDIES.

"THISTLE" BRAND

A. P. TIPPET & CO., Agents

Cases, 4 doz. each, flats, per case $5 85
Cases, 4 doz. each, ovals, per case 5 85

INFANTS' FOOD

MAGOR SONS & CO., LTD.

Robinson's patent barley, ½-lb. tins, $1.60; 1-lb. tins, $3.00; Robinson's patent groats, ½-lb. tins $1.60; 1-lb. tins, $3.00.

BEAVER BRAND CORN AND MAPLE SYRUP

Quart tins (wine measure), 2 doz. in case, per case ... 4 70

STOVE POLISH

JAMES DOME BLACK LEAD

2a size, gross 2 50
6a size, gross 2 40

NUGGET POLISHES

	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

ORANGE MARMALADE "BANNER BRAND" PURE FRUIT PRODUCTS

JAMS AND JELLIES

2's $2 16
4's 0 38
5's 0 42
7's 0 60
30s, wood 0 06
12-oz. glass jar 1 15
Tumbler, glass 0 90

MARMALADE

2's, per doz. $2 30
4's, per pail 0 40
5's, per pail 0 45
7's, per pail 0 65
30's, wood, lb. 0 08¾
12-oz. glass jar, doz. 1 20
Tumbler, glass, doz. 1 00
Prices subject to change without notice.

WENTWORTH ORCHARD CO., LTD.

Hamilton and Toronto.

Pure Fruit, Jams and Jellies

Raspberry and Apple, Strawberry and Apple, Peach and Apple, Plum and Apple, Gooseberry and Apple, Black Currant and Apple, Red Currant and Apple: Tumblers, 90c doz.; 12-oz. jars, $1.20 doz.; 16-oz. jars, $1.60 doz.; No. 2 gold tins, $2.30 doz.; No. 4 gold pails, 40c each; No. 5 gold pails, 50c each.

Fruit Pie Filling

Raspberry flavor, strawberry flavor, peach flavor, plum flavor, gooseberry flavor, No. 2 gold tins, $2.30 doz.

Whole Tomato Catsup

½ pints, bottles 0 95
Pint, bottles 1 30

Worcestershire Sauce

½ pints, doz. 0 95
Pints, doz. 1 30

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pks.... 1 20

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs. .....$ 0 60
Bobs, 6s and 12s, 12 and 6 lbs. 0 46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs. 0 46
Currency, 6s, ½ butts, 9 lbs. 0 46
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs. 0 48
Walnut Bars, 8½s, boxes 7 lbs. 0 64
Pay Roll, thick bars, 8½s, 6 lb boxes 0 68
Pay Roll, thin bars, 8½s, 5 lb. boxes 0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies 0 68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs. 0 57
Empire, 7s and 14s, caddies 13 lbs., ¼ caddies, 6 lbs.. 0 56
Great West, pouches, 9s ... 0 72
Forest and Stream, tins, 11s, 2 lb. cartons 0 80
Forest and Stream, ¼s, ½s and 1-lb. tins 0 80
Forest and Stream, 1-lb. glass humidors 1 00

This brand



—won the GRAND PRIZE against all competitors at both California Expositions.

¶ Packed by the largest canners of Fruits and Vegetables in the world.
¶ Ripened in the glorious sunshine of California.

Del Monte

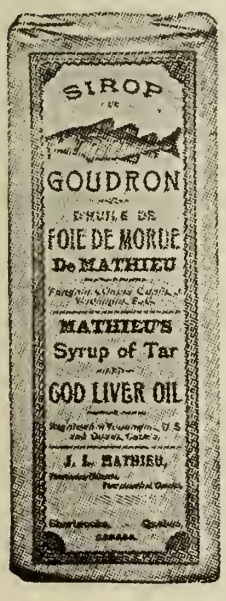
CANNED FRUITS AND VEGETABLES

PACKED WHERE THEY RIPEN—THE DAY THEY'RE PICKED

Write for information

California Fruit Canners Association, San Francisco

This changeable weather means that colds will be prevalent



and actual statistics show a regular epidemic to be raging throughout Canada.

You can do your share at helping to stop the epidemic of colds, La Grippe and Pneumonia by stocking and pushing

Mathieu's Syrup

of Tar and Cod Liver Oil

It is the most effective preventive and remedy for colds in every stage.

Stock up now and keep it on display where your customers will see it. *Recommend Mathieu's Syrup.*

J. L. Mathieu Co., *Proprietors*
SHERBROOKE, QUE.



The New Home of "Holland Rusks"

at Holland, Michigan

The season is just approaching for the big demand on this most wholesome product.

10c packages, $1.45 per Carton of 18
15c " $2.15 " " " 18

Fresh Stock on spot at Toronto.

A window display mailed free on request.

THE HARRY HORNE CO.
Canadian Sales Agents
Toronto - Canada

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

WANTED—GROCER CLERK, ONE ACCUSTOMED to high-class business and good window dresser. Apply Box 127, Canadian Grocer.

SELL ME ALL YOU HAVE IN STOCK OF Turkish dyes—Color—Moss Green only— price paid 10c a package. Address, A. J. Nolett, grocer, Pierreville, Que.

WANTED — POSITION AS TRAVELLING salesman. Speak English and French. Not particular as to territory offered. Northern Ontario preferred. Box 138, Canadian Grocer.

AN EXPERT GROCER — PRESENT POSITION manager, is looking for similar position Wide experience, good character, temperate habits, references if required. Apply Box 136, Canadian Grocer.

A MAN WITH GOOD CHARACTER, TEMperate habits, good experience. Can produce good references if necessary. Is desirous of making a change from present position as manager in grocery department. Box 135, Canadian Grocer.

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c/o Canadian Grocer, University Avenue, Toronto.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

WANTED—MEN, ARE YOU CAPABLE OF organizing and controlling a subscription sales force? If you are, you are the man we want to get in touch with. We have a plan that will make you "real money." Part or whole time accepted. Drop us a card for full particulars. The MacLean Publishing Co., 143-153 University Ave., Dept. F. Toronto, Ont.

FOR SALE

FOR SALE—GENERAL STORE, CASH BUSIness, in a live country location, stock $3,000; turnover, $15,000. Price and terms right; send for prospectus. Wilton Bros., Kneehill Valley, Alberta.

FOR SALE — THRIVING GROCERY BUSIness in industrial city of S. S. Marie. Central location. Established 25 years. Inspection invited. Owner retiring. E. 452 Albert St., S. S. Marie.

TANGLEFOOT

The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

OAKEY'S KNIFE WELLINGTON POLISH



JOHN OAKEY & SONS, LIMITED, LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto St. Toronto — 52 Can. Life Bldg. Montreal

When writing advertised kindly mention that you saw it in this paper.

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

A want ad. in this paper will bring replies from all parts of Canada.

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT.

EGG FILLERS

Our capacity is three times the total Filler requirements of Canada
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LIMITED
TRENTON, ONTARIO, CANADA

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS

Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919

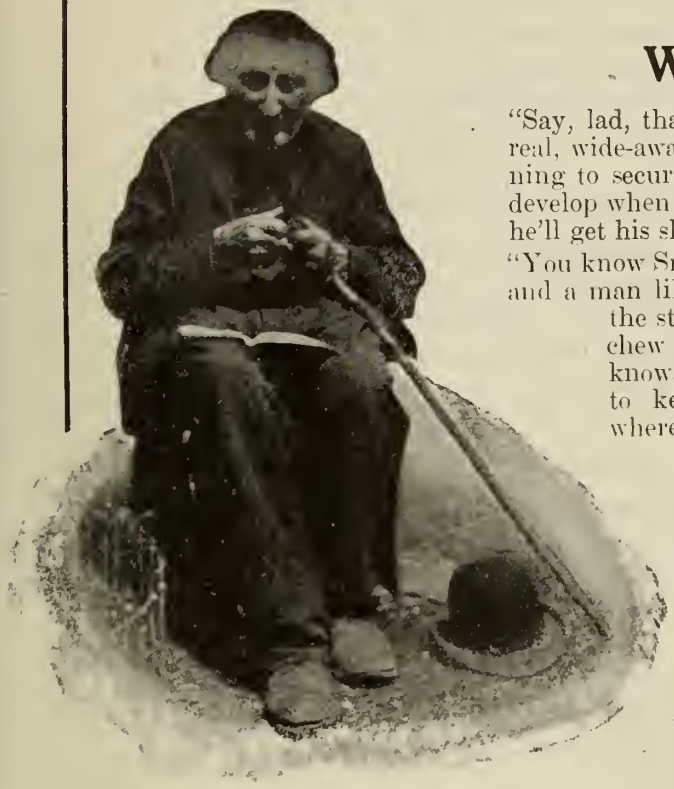
CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

When writing advertiser kindly mention that you saw his ad. in this paper.

No. 43

Uncle Wide Awake

(Canada's 105-year-old Pioneer)



Wide-Awake Mr. Smith

"Say, lad, that Mr. Smith at the corner grocery is what I call a real, wide-awake dealer. He told me to-day he was already planning to secure a good bit of the extra tobacco trade that should develop when prohibition goes through. And never you fear, lad, he'll get his share.

"You know Smith has never stocked any but the very best tobacco, and a man like that is sure going to get the people coming into the store. You know what a good chew *King George* is. Well, Smith knows it too, and always manages to keep it well displayed, just where it's going to be seen. He told me, himself, that *King George* is his best seller in the tobacco line and I don't wonder at that, lad, for it sure is a grand chew."



"King George" is well worth featuring. Order a supply to-day.

Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

HELP YOURSELF TO A REPUTATION

by buying a copy of

THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

YOU will enjoy reading it, because you will find it the most interesting and entertaining book you ever saw—and the *result* will be that:

YOUR BANK ACCOUNT will profit, for the information acquired will save you money—and

YOUR REPUTATION will be strengthened, because you will know so much more about foods, etc., than any of your competitors who do not possess the book. Your customers will be quick to notice the difference and will look up to you as an authority. *Such a reputation is very valuable and brings business.*

SOME PRESS COMMENTS

THE GROCER'S ENCYCLOPEDIA is the most magnificent work of the kind ever published. Complete, authoritative and up-to-date information on every article handled by the grocery trade. Hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

MAKE YOURSELF A PRESENT OF A COPY.

1,200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper and strongly bound in heavy buckram. *It cost more than* $50,000 to produce, but it sells for

ONLY $10.50, DELIVERY PREPAID.

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada

A WINNING COMBINATION

Arthur Stringer's latest success, "The Anatomy of Love," scheduled to first appear in the June issue of MacLean's, and Arthur MacFarlane's newest mystery story, "Behind the Bolted Door," supply a winning combination for our representatives to "roll up" a big **bonus** and commissions during the next few weeks.

These two splendid stories will appear in MacLean's first—probably in book form later. These are but two of the many fine features that go to make up entertainment for our readers. This means that **hundreds of people** will subscribe to MacLean's during the next few weeks. There are dozens of subscriptions to be had in your district. Let us tell you how to secure them and how to become an authorized representative.

To take care of the increased demand for MacLean's we must have at once an active representative in every district in Canada. To those **who can qualify,** big money will be paid. The work is light and pleasant —your spare time is all that's needed for a start. It interferes in no way with your regular duties; in fact, the more you work our plan the greater your efficiency in your regular work will be noted.

If the extra $5.00 or $10.00 a week in exchange for your spare time means **anything to you,** write us today for full particulars. No obligation, you know—simply say, "Send me all particulars concerning your money-making plan."

The MacLean Publishing Co., Ltd.

TORONTO, CANADA

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SPARE TIME PROFITS

DO you know that spare time is just as valuable to us as your regular working hours are to your employer? Were you aware that we are purchasing the spare time efforts of hundreds of young men in Canada who wish to augment their present incomes by an extra $5.00 or $10.00 a week, at the same time having a spare time occupation, that interfers in no way with their regular employment?

Our plan provides a steady income for those ambitious young men who are keen to make money and realize that "outside salesmanship" will make them better men for their regular occupations. If you are a wide-awake, ambitious young man, determined to get ahead and succeed on a big scale—you are the very man we want to represent us in your town.

Within the next few weeks many appointments will be made. Why not write to us right *now* and secure the appointment as district representative in your locality? The work is light, pleasant and extremely profitable, and remember you are not required to devote any specified amount of time to it. An hour or two daily will give you a good start, and as your profits gradually increase, you can give more of your time to the plan.

To find out all about—write us a Post Card to-day and we will send you full particulars.

The MacLean Publishing Co., Ltd.

143-153 University Ave. TORONTO, CANADA

Mentally, are you inferior to a bank president?

This advertisement is addressed to the younger men at or near the head of business houses.

It is addressed to you because you have ambition not chilled by the experience of many failures.

It is addressed to you because you have a will — and the strength — to attempt big things.

It is addressed to you because the circumference of your world is always widening—this because of energy on your part and a vision of things far off.

Your world is the world of money and business—very big worlds. They are worlds concerning which you ought to know much.

In particular, you want to know—or should—about Money and Business in Canada. This desirable and essential knowledge can be obtained from reading and study.

But you require an index—a guide, and this you will find in THE FINANCIAL POST, a weekly newspaper, the subscription price of which is $3.00 a year.

This newspaper tells you about Money and Business in Canada. It lifts you out of your own rather confined world, and puts you into the world of the men who are doing big things.

Now it is clear that you can make more money if you understand Money and Business after the manner of these men at the head of our great banks, financial institutions and manufacturing establishments.

These men are probably not a whit better equipped mentally than you. Their advantage lies in this circumstance: namely, that they have chosen to live in a bigger world—the world of Big Money and Big Business. And living in this world, they have stretched out farther and higher—in the direction of richer prizes, by preparing themselves constantly for greater opportunities.

Now this same Big World is open to you—but you must enter it of your own accord, and with a sincere purpose to become familiar with it. The bigger world will adopt you and reward you if you choose to live in it.

The Post's Business Outlook alone will give you an invaluable acquaintance with big affairs and with the tendencies in business. This helps to give you that foresight so essential in directing your own business to greater success. Read The Post for this Business Outlook if for nothing more. It alone may easily be worth the subscription price to your business.

This is why we urge you to become a regular reader of THE FINANCIAL POST OF CANADA.

And as a young man of ambition and outlook, you will, we feel sure, fill in the form below and return to us.

THE FINANCIAL POST
OF CANADA

143-153 University Ave. Toronto

— —

....1916.

THE FINANCIAL POST OF CANADA
143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. I will remit $3.00 to pay for my subscription on receipt of bill.

Name ..... Address .....

Malcolm's Canadian made milk products









—produced by Canadian skill and enterprise and backed by Canadian capital are setting the standard for their competitors.

A delicious, natural wholesomeness distinguishes each and every one of the Malcolm Line, and makes steady customers from initial sales.

Try these All-Canadian leaders for quicker and more profitable selling.

Order from the following:

St. George Brand Coffee, 2 doz. in case	$4.80
St. George Evaporated Milk, 4 doz. in case	3.60
Banner Condensed Milk, 4 doz. in case	5.50
Princess Condensed Milk, 4 doz. in case	4.50

Malcolm Condensing Co., Limited
ST. GEORGE ONTARIO

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND

FIVE ROSES FLOUR

PASTRIES

PUDDINGS



DON'T MERELY SAY "FLOUR"
SAY
"FIVE ROSES FLOUR"

The only flour publicly and unreservedly guaranteed not bleached—not blended.

IT is not enough for a flour to have quality and accessible price. FIVE ROSES brings more than this—it possesses the cumulative goodwill value based on a quarter century's kitchen achievements. More important still, it brings you a tremendous sales-push enjoyed by no other flour in Canada. Distributors unanimously report that FIVE ROSES first sales are ridiculously easy and repeat sales automatic. You can fill this ever-increasing demand in barrels and halves.

ALSO PACKED IN BAGS OF SUITABLE SIZES

BREAD CAKES

OUR *various offices throughout Canada are maintained for the purpose of closer co-operation with our distributors. Uniformity of quality and service is the distinctive policy of this company in its relations with the trade. Let us help you in filling the FIVE ROSES demand.*

LAKE OF THE WOODS MILLING CO., LIMITED

MONTREAL — *"The House of Character"* — WINNIPEG

Toronto Ottawa London Sudbury
Quebec St. John, N.B. Calgary Keewatin
Fort William Medicine Hat Vancouver
Portage La Prairie

In this Issue—Selling Summer Beverages

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

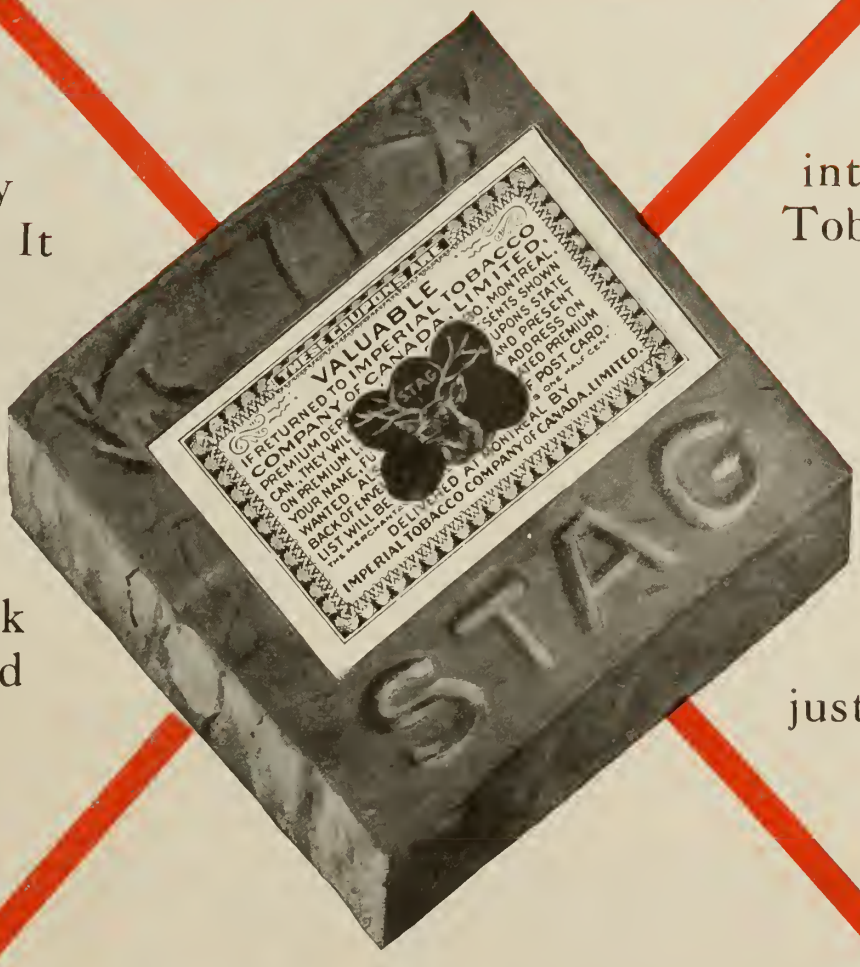
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, APRIL 14th, 1916 No. 15

STAG

CHEWING TOBACCO

Stag gives the men a big plug of Quality Tobacco. It is rich and lasting—makes friends for your store. Stock STAG and see how it wins trade for you.



The Plug that put Quality into Chewing Tobacco—and put more profits in the grocer's pocket. STAG is showing the men just how good Chewing Tobacco can be.

Handled by all Wholesalers

"Ever-lasting-ly Good"

Eno's "Fruit Salt" is as easy to sell as it is pleasant to take and beneficial after taken

Though taking the place of vile medicines and eliminating expensive doctor's treatments, Eno's "Fruit Salt" should never be kept in the medicine cabinet of the home, but should be ever on the spot, where all members of the family, young and old, can have ready access to it.

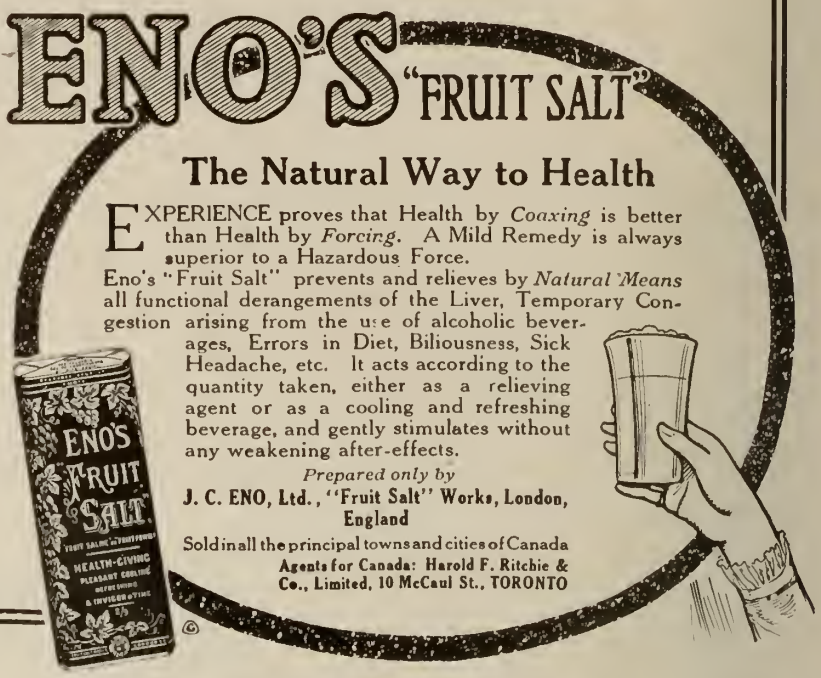
This mild aperient invigorates the whole human system, keeps the blood in fine condition, prevents sea and train sickness, making traveling a pleasure, summer or winter.

This is part of our consumer educational campaign—why not take advantage of it and cash in on "Fruit Salt" sales?

Order your supply now—It's an easy seller. Keep it on exhibit.

J. C. Eno's "Fruit Salt" Works, London, Eng.

Agents for Canada:
Harold F. Ritchie & Co., Limited
10-14 McCaul St., Toronto



An Earned Reputation

The housewife wants **PURITY FLOUR.** She knows its reputation has been **EARNED** in the kitchens of Canada. This "good will" embodied in the **PURITY** name will increase your business.

PURITY FLOUR

More Bread and Better Bread

WESTERN CANADA FLOUR MILLS CO., LIMITED

Millers to the People

Three Beans Make 3c. Profits Here's How to Do It

Open a can of Simcoe Beans (Chili Sauce Flavor) into a deep bowl, cover with a glass plate, place a fork on the plate.

Then—

When a customer enters your store, place three beans on a piece of cracker, let the customer taste them.

Results—

A sale of Simcoe Beans—3c or more profits to you. Try it; your customers will appreciate the gift.



Plain, or with Tomato or Chili Sauce

DOMINION CANNERS LIMITED

HAMILTON ∴ ∴ CANADA

Where Quality Is Appreciated



Made in Canada

The drink that made temperance possible

E. D. SMITH'S Grape Juice

The large demand for E.D.S. Grape Juice with the Natural Concord Flavor makes handling the E.D.S. Brand *very Profitable to Retailers.*

A shortage in the supply of Grape Juice makes it advisable to place orders at once to meet the season's demand.

E. D. Smith *and* Son, Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.



Favorites to-day with the buying public because of their incomparable purity and delicious goodness—qualities which distinguish every Borden Product, making them the big year round sellers they always are.

Displayed in windows, counter or shelves —any place where your customers will see them—Borden's Milk Products will bring you bigger sales and increased profits.

Stock up to-day. Here is our list—"Eagle," "Reindeer" and "Challenge" Brands (Condensed Milk), "St. Charles" and "Jersey" (Evaporated), "Reindeer" Brand Coffee and Cocoa.

Borden Milk Company

LEADERS OF QUALITY

Montreal

Branch Office—Arcade Building, Vancouver



The Star System

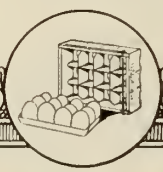
For Safe Egg Handling

There is no other equipment that will pay you such a large return on your investment or that will please both you and your customers as well as Star Egg Carriers and Trays.

Let us give you the facts concerning them. Write for our booklet No. 209.

STAR EGG CARRIER & TRAY M'F'G COMPANY

1502 JAY STREET ROCHESTER NEW YORK



TRADE MARK KEYSTONE BRAND REGISTERED

BETTER CORN BROOMS

There have been rumors that corn brooms would be poorer in quality this year, owing to the scarcity of green corn. This is **not** true of

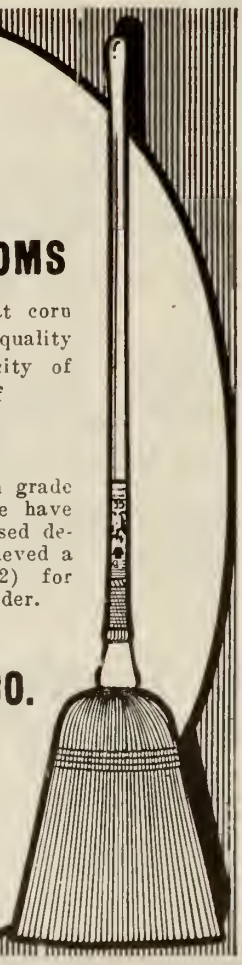
"NUGGET" BROOMS

We secured our stock of high grade green corn in ample time. We have all we need to meet the increased demand for a broom that has achieved a reputation—(1) for quality. (2) for lightness. (3) as a business-builder.

Write for prices, etc., to

STEVENS-HEPNER CO.
LIMITED
PORT ELGIN, ONT.

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.





The public have confidence in Brunswick Brand

And this confidence is bringing big, profitable sales to dealers who are featuring these palatable and popular sea foods.

Our location is ideal and the up-to-the-minute equipment of our modern factory eliminates possibility of inferior processing or packing.

The leading place in Canadian packed sardines has long been held by *Brunswick Brand Sardines in Oil*—a dependable line selling at a moderate price and leaving a nice margin of profit.

The fact that our sales are constantly increasing is the best reason we can advance why you should begin selling Brunswick Brand Sea Foods. In doing so you will not be experimenting with any new fangled idea—you'll be handling a line of popular, appetizing quick sellers that are favorably known throughout the Dominion.

Begin now, replenish your stock from the following:

¼ Oil Sardines
⅜ Mustard Sardines
Finnan Haddies
Kippered Herring
Herring in Tomato Sauce
Clams
Scallops
(Oval and Round Tins)

Connors Bros., Limited
BLACK'S HARBOR, N.B.

QUALITY is absolutely necessary in bulk teas if permanent results are looked for. Superior Quality is the big feature of our

Finest Black Teas

CEYLONS AND INDIANS

That the trade appreciate the values we are offering is evidenced by the fact that our sales have increased over 40% the past six months. We are offering unequalled values in Japans and Gunpowders during this month.

Prompt and careful attention given to all enquiries for samples and prices.

KEARNEY BROS., LIMITED

WHOLESALE TEA AND COFFEE MERCHANTS

33 St. Peter St. ESTABLISHED 1874 **Montreal**

IT is much easier and more profitable to sell a customer Chase & Sanborn's High Grade Coffees than to explain to her why you don't keep them.

CHASE & SANBORN
Montreal

Welch's

"The National Drink"

Consider the Welch "good will." The word Welch on a label is a guarantee of purity, quality and satisfaction.

Because Welch's has the confidence of the public; because it is known wherever magazines are read; because it sells readily, repeats and satisfies, it is the most profitable grape juice.

Welch's is made of Ontario Concords at our new pure food factory at St. Catharines.

Place your order with your jobber or write for name of nearest distributor.

THE WELCH COMPANY, LIMITED



CLARK'S PORK and BEANS



with
PLAIN CHILI
or
TOMATO SAUCE

Highest in Quality. Leaders in Demand. Quickest Sellers.

FEATURE THE 10c. SIZE

The popular line and watch the effect on your business.



Order Now. Your Jobber has Them.

W. Clark, Limited Clark's **Montreal**

New Profit for You

You can add a new source of profit to your business by selling

Sani-Flush

Something every one of your customers living in a home with plumbing equipment needs.



Magazines reaching nearly all the better class homes in Canada are making your trade familiar with this preparation. Nothing else compares with it for cleaning vitreous china toilet bowls and keeping them sanitary and odorless.

Your jobber can supply you with **Sani-Flush**—you make a liberal profit.

By writing us that you have **Sani-Flush** for sale, you get special selling assistance.

Harold F. Ritchie & Co., Ltd., Toronto
10-12-14 McCaul Street



The Canadian Salt Without a Fault

If you wish to impress on a customer the fact that some one article in your store is pure, you can't make a stronger comparison than to say, "it is as pure as Windsor Salt."

Windsor Salt has probably been used in her home, for years.

Windsor Table Salt
Made in Canada
THE CANADIAN SALT CO. LIMITED

THE BIG SPRING DRIVE IS ON!

Help the housewife to a quick victory over the legions of General Dirt by recommending Wonderful Soap—the wonderfully effective, all-round cleaner. The results will react in your favor by creating the increased confidence that brings bigger sales.

The attractive red labels make effective displays easy. Stock up to-day for quick Spring selling.

Guelph Soap Company
GUELPH, ONTARIO



You consider a dollar saved is a dollar gained, don't you?



Consider then the big risk of lost profits you incur through insecure preservation of perishable eatables, particularly during the warm, moist days of Spring.

THE ARCTIC REFRIGERATOR

will eliminate this serious risk. A stock of perishable food stuffs in the Arctic are not only perfectly secure against spoilation, but they are displayed in a way that means quick, easy sales.

The circulation of cold, dry air in the Arctic absorbs all odors, and keeps the contents always fresh and sweet.

Ask for the Arctic catalog.

John Hillock & Co., Limited
Makers of High-Grade Refrigerators and Fish Cases
TORONTO

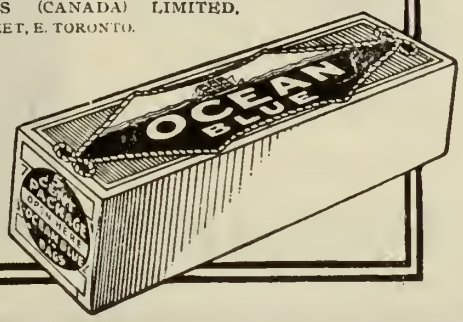
OCEAN BLUE

Brings repeat orders and profitable business at the same time.

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED,
33 FRONT STREET, E. TORONTO.

Western Agents: For Manitoba: O. F. Lightcap, Winnipeg. For British Columbia and Yukon: Creeden & Avery, Rooms 5 and 6 Jones Block, 407 Hastings Street, West, Vancouver





Now For Raisins

The California Raisin Day Association is working up a big national campaign for

Raisin Days
April 28th and 29th

Everybody will be using them these two days. You should sell a lot of them.

You can hold everybody to raisins who uses them on this occasion if you sell them

SUN-MAID Raisins



The pick of 6,000 California vineyards, grown, cured, seeded, packed and shipped by the growers themselves.

Our National Advertising for April ties Sun-Maid Raisins up with the National Raisin Days. Write us to learn how we help you cash in on this.

California Associated Raisin Co.
Membership, 6,000 Growers
Fresno, Cal.
Hearst Bldg. Chicago (200) 113 Hudson St. New York

RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER

BUY

STARBRAND

"Made in Canada"

Cotton Clothes Lines and Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

A HIGH-CLASS STAPLE

There is a steady demand for Shirriff's True Vanilla every month of the year. It is one of those lines that is earning profits for the grocer all the time.

Shirriff's TRUE VANILLA



is the leading seller among vanilla extracts simply because it leads in quality. It is 50 p.c. stronger than the Government Standard requires, according to the Pure Food Act. It fully satisfies the requirements of the most discriminating cooks.

Imperial Extract Co., Toronto



His wife makes such good coffee

She uses Symington's Coffee Essence—her grocer introduced this quick and easy way of making delicious coffee to her. He sells the regular supply to this home, as well as hundreds of others. The customers like it and he makes a good profit. You can get it from your wholesaler.

SYMINGTON'S COFFEE ESSENCE

Reg'd Trade Mark

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Fine Seville Orange Marmalade

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Give Your Customers What They Want

It saves time and usually pays in the end to give your Customers what they want and satisfy their individual preference.

Some consumers like a Medium-sized grain Granulated; others a Coarse grain, and some call for Fine grain.

St. Lawrence DIAMOND GRANULATED

is put up in 3 sizes of grain which never vary and you can give your Customers just what they ask and keep them always pleased.

BLUE, GREEN and RED LABEL

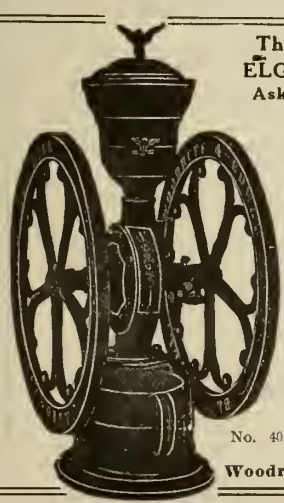
EVERY month in MacLean's Magazine, and nowhere else will you find the best work of the best Canadian writers.

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It is different from any other magazine.

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The Best Canadian Jobbers Handle
ELGIN NATIONAL COFFEE MILLS
Ask Your Jobbers for Catalog and Prices

CALGARY—Campbell, Wilson & Horne, Ltd.; P. D. McLaren, Ltd. EDMONTON—H. H. Cooper & Co.; The A. Macdonald Co.; Revillon Wholesale, Ltd. FERNIE—The Western Canada Wholesale Co., Ltd. HAMILTON—Balfour, Smye & Co.; James Turner & Co.; Macpherson, Glassco & Co.; Walter Woods & Co. LONDON—Gorman, Eckert & Co., Ltd. MONTREAL—L. Chaput, Fils & Cie., Ltd.; Minto Bros.; Canadian Fairbanks Co. (and branches). MOOSE JAW—The Codville Co., Ltd. REGINA—Campbell, Wilson & Strathdee, Ltd.; H. G. Smith, Ltd. ST. JOHN—Dearborn & Co.; G. E. Barbour Co., Ltd. SASKATOON—Campbell, Wilson & Adams, Ltd.; The Codville Co., Ltd.; North-West Specialty Co. TORONTO—Eby-Blain, Ltd.; R. B. Hayhoe & Co.; Minto Bros., Ltd.; Medland Bros., Ltd. VANCOUVER—The W.H. Malkin Co., Ltd.; Wm. Braid & Co.; Empress Mfg. Co., Ltd.; Kelly, Douglas & Co. WINNIPEG—Blue Ribbon, Ltd. (and branches); The Codville Co. (and branches); Walter Woods & Co.

No. 40

Woodruff & Edwards Co., Elgin, Ill., U.S.A.

We are helping you sell

O-Cedar Polish
(MADE IN CANADA)

By our big advertising campaign to your customers we are making O-Cedar

The Best Selling Line

you could handle. Co-operate with us by window and store displays and your sales will double. All manner of display cards, cut-outs, etc., supplied on request.

ORDER FROM YOUR JOBBER.

Channell Chemical Co., Ltd.
369 Sorauren Ave.
TORONTO

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality
—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

England's Most Popular Sauce

is now selling freely over here—nearly all the leading grocers make a leading line of H.P. and obtain the full benefit of the money we are spending in advertising.

Wouldn't it be worth your while to stock

W. G. Patrick & Co., Toronto, Montreal, etc.
R. B. Secton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.













Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Black Oil Polish. The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retails 25c.

"QUICK WHITE" (Liquid) makes dirty Canvas shoes clean and white. A sponge in every package, so always ready to use. Retails for 10c. and 25c.

"SUPERB" (a paste) for polishing Patent and Shiny Leather Boots and all Shiny Leather Articles. Cover remover attached to each box. (See cut.) Retails 10c.

"DANDY" RUSSET COMBINATION. For cleaning and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retails 25c. "Star" russet combination (10c size). Russet, Brown and Ox Blood Pastes (5 sizes of each color).

"ELITE" BLACK COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retails 25c. **"BABY ELITE" COMBINATION** (10c size.) **"ELITE" PASTE** in 5 sizes.

"ROYAL GLOSS" self-shining dressing, for ladies' and children's black shoes. (See cut.) Retails for 10c.

Ask Your Jobber's Salesman For *Whittemore's Shoe Polishes*

WHITTEMORE BROS. CORP., BOSTON, MASS., U.S.A.

JAPAN TEA



Japan has demonstrated to the world that she is capable of great things in world politics, economics and industry. One of her greatest industrial accomplishments has been the development of tea growing. The tea business is now one of the greatest industries of that land.

Japan Tea occupies a unique position in the Tea Marts of the world. It is unequalled for delicacy of flavor, exquisite bouquet and stimulating qualities—hence it is preferred by connoisseurs.

The Japanese Government prohibits adulteration and coloring of Tea.

YOUR dealer sells it. Ask HIM. 3

Sample of our newspaper advertising

To get the maximum profit out of your tea department it is necessary for you to feature well advertised teas of undoubted superiority.

Dealers handling Japan Tea find it a most dependable seller. Persistent consumer advertising made initial sales easy—superior quality did the rest.

Could more tea profits be coming your way? Why not order a trial supply of Japan Tea to-day—a tea you can unhesitatingly recommend? Ask your wholesaler.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

ONTARIO

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners
and Drug Specialties
12 FRONT STREET EAST TORONTO

ON SPOT
White Beans,
Evaporated Apples
Currants and Raisins

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORNOTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

One Inch Space
$1.00 Per Issue
on Yearly Order.

If you want some first-class old leaf Tobacco, processed, so that all of that rank smell and taste is taken out of it, put up in five different grades, write

LEWIS WIGLE
LEAMINGTON, ONTARIO

WESTERN PROVINCES

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers
and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP,
179 Bannatyne Ave. - Winnipeg, Man.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited

THE H. L. PERRY CO.
214-216 Princess Street, Winnipeg
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.
Correspondence solicited.
"Always on the Job"

MEN WITH SALES ABILITY.

We have a few desirable openings for men of this type to call on Grocers in connection with Star Egg Carriers and Trays. 63% of the grocers of the country are already using Star Equipment. To men with proven selling ability we can offer an exceedingly interesting proposition.

For particulars, apply

STAR EGG CARRIER & TRAY MFG. COMPANY
1113 JAY STREET ROCHESTER, N.Y.

A want ad. in this paper will bring results from all parts of Canada

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

The Reputation and Standing of
Walter Baker & Co.'s Cocoa and Chocolate Preparations



Registered Trade-Mark

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

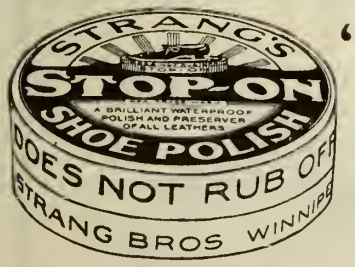
All of our goods sold in Canada are made in Canada.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.



Why Not ?

Push the blue label package. It pays you a better profit than the cheaper ones. You can readily persuade a large number of your customers, who now use the lower-priced packets, to pay a little more and get the blue label package. They will thank you, too. They will get a much better tea—a richer, fuller-flavored, stronger tea—one that makes more cups to the pound—and the cost per cup will be very little, if any, more than when using the lower-priced tea.



"STOP-ON" Shoe Polish

the brilliant waterproof shoe polish that dealers everywhere are finding worth while.



Pure materials manufactured by experts have produced in "Stop-On" a quality shoe polish that is unaffected by rain, snow or frost.

"Stop-On" White

is a liquid white dressing of great permanency, and one which will not rub off.

"Stop-On" polishes are made in black, tan, ox-blood and nut brown.

Order a stock to-day.

Strang Brothers, Winnipeg

Why Run Risks? Get a Eureka



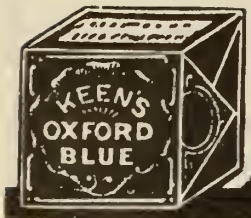
The practical refrigeration principles embodied in the Eureka and the satisfactory service it is giving to other users is the best reason why you too should enlist the services of this most scientific refrigerator. Patents 1900—1910—1914.

With a Eureka in your store your stock of perishable goods is positively secure against spoilation, besides being most effectively displayed.

We have a Eureka that would just suit you. Ask for our catalog.

REPRESENTATIVES:—James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.

EUREKA REFRIGERATOR COMPANY
LIMITED
31 Brock Avenue - - TORONTO



Keen's Oxford BLUE

SPRING IS HERE

and the demand for Laundry Blue is always one of the signs of Spring. **KEEN'S OXFORD BLUE** is in demand all the year round, but if anything, more **KEEN'S OXFORD BLUE** is sold during the Spring months than any other Blue.

Keep Keen's Oxford Blue on your counter and get the benefit of this Spring Trade.

Your wholesaler will keep you supplied.

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO



Knox Gelatine Bows to Your Customers from the Pages of Their Favorite Magazines

In all the leading magazines you will find our advertising which tells women about KNOX GELATINE and also gives them recipes for preparing it in many delicious dishes. We tell them about the convenience of the No. 3 package of Acidulated Gelatine which saves them time and work, because it contains an envelope of lemon flavor, to be used instead of lemon juice. This is an easy package to sell.

KNOX GELATINE pays you a splendid profit; it pleases customers because each package makes four pints of delicious, wholesome jelly. Besides jellies it makes desserts, puddings, salads, ices, candies, etc. To get the greatest benefit and the most sales from our national advertising, display both packages and tell your customers about them and you'll soon see why you should

"Make KNOX Your Gelatine Leader."

CHARLES B. KNOX COMPANY, Inc. - - - Johnstown, N.Y.

Branch Factory:—Montreal, Canada

CANADIAN GROCER

VOL. XXX TORONTO, APRIL 14, 1916 No. 15

Cashing In on Summer Drinks

Prohibition Coming Nearer Gives Ideas—The Methods of One, Jones—Each Clerk's Concentration on One Line—Interesting and Effective Talking Points.

Written for Canadian Grocer by E. A. Hughes

PROHIBITION in Canada is now apparently well on its way to complete realization. Manitoba, Saskatchewan, Alberta, all of the Maritimes, with the exception of Halifax are already dry. Halifax will be dry within two or three weeks. Ontario will be dry by the 16th of September. That leaves British Columbia and Quebec, in both of which places agitation has been very pronounced, and is getting to be more and more effective, and it is not thought that either of these two provinces will remain very long behind the others in their adoption of a measure which apparently is gaining universal favor not only in Canada alone but also in the States. (Here I would interpose the remark, that the writer does not take any political view at all with regard to prohibition.)

The wise man in the grocery trade knows very well that prohibition is going to mean a big boost for soft drinks and summer beverages. In a previous issue of this paper the matter was fully gone into and sufficient reason shown as to build up a positive case that such was the fact. Many grocers have interested themselves already in developing this trade in soft drinks. They are anxious to learn, having been convinced of the truth of the theory that soft drinks will receive considerable impetus from the closing of the bars, of tried and tested methods and novel stunts for making the very most of this business.

Not a New Departure

It has to be remembered that selling soft drinks in a grocery store is not a new departure. To a limited extent in some cases and to a larger extent in others, this business has been going on year after year, particularly, of course in summer months. Such grocers as have already established a department of soft drinks, or who carry them to any material extent, are already deeply immersed in plans and campaigns for making this year the best yet in this regard.

Here is how one man did it. We will call him Jones. Jones called his staff together about the beginning of May last year and had a general talk as to how to get the very best out of their soft drink department during the warm weather months. The first thing decided upon by Jones was that each of his several clerks should take one particular line and go into reasons why the public should buy it. Behold then the four clerks in this grocery store diving into various copies of the encyclopaedia with a view to finding out the medicinal, and pleasure-giving properties of various soft drinks. The idea of course, was that each clerk, concentrating on one particular line of summer drink, would be able to know far more about this than if he gathered up a good deal of heterogeneous matter about all lines.

Boosts for Grape Juice

Behold then the first clerk, who had charge of making good on grape juice. He looked up in an encyclopaedia and ascertained various

Buy Your Summer Drinks By the Case

WHEN guests drop in—on a hot day—or when you are feeling tired and need refreshment, how handy it is to be able to open a bottle of grape juice, of sparkling ginger ale, of lime or lemon juice, of aerated or mineral water, etc.? Now that the summer season will soon be here, lay in a case of your favorite drink, so that it will always be ready. No danger from germs, as every bottle is filled with the most scrupulous care. Here are a few suggestions:

GRAPE JUICE—Drink it pure or add a little water and you have a most healthful and appetizing drink. Per case ...c, ...c, and ....c.

GINGER ALE—a sparkling and exhilarating beverage; always keep a bottle or two on ice. Per bottle, ...c, or if you would like it by the dozen or case, a better price could be quoted.

MINERAL WATERS — You may have your choice of several lines—all put up by reputable firms at the original springs. These run from .... a case up to ...c.

LIME JUICE—There is no better drink for cooling the blood than the juice of the lime. Its medicinal qualities are world-wide. Per bottle, ... and ...c. By the dozen, ...c.

LEMON JUICE — A splendid summer tonic. Per bottle, ...c, and ...c; also lemon powder done up in attractive packages and ready to use with addition of water and sugar.

ALL THESE BEVERAGES KEEP WELL IN COOL CELLAR

J. J. JONES

17 Main St. Phone 77

Suggestion for a newspaper ad. on summer drinks that will soon be appropriate. Try it with your own prices.

facts from there which would be interesting things to hand out in the way of conversation as he led up to the point of persuading a customer to order a case of grape juice to be sent home. He decided that there could not be a more healthy or wholesome drink than this particular line. Grape-pickers, he read, gained something like 5 to 10 pounds in weight during the fall season simply by eating an occasional grape. The possibilities of conversation and persuasion leading from this particular point were immense. Moreover grape juice is a pleasant drink to take, a good blood producer, and it has the great advantage that there is little or no preparation. It was rapidly coming to the front as an important drink for hot days, the clerk decided, and as a drink to put before guests it was the very thing for the housewife.

Great Medicinal Properties

Another clerk, the one who had charge of special sales on lemon juice, and lemon powder, set to work and collected a lot of data about these. To begin with the citric acid, found in these was known to be valuable as a medicine and to be requisite in the case of a great many people for keeping them in perfect order physically. Moreover, the citric acid was a crackerjack element as a reason why people should drink lemon juice, because it was a cooler. In hot weather that is the sort of thing that most people are looking for. The clerk knew, too, that his employer was stocking only the very best line in lemon juice and powder, and he decided to make this a strong talking point with his customers.

Points on Lime Juice

A third clerk was told off to devote his time to pushing sales of lime juice. Lime juice, he decided, is a summer drink of long standing and undoubted efficacy. Like the lemon the citric acid was excellent as a cooling beverage and had health-giving properties. On reference, it was found out that lime juice was of a straw color and that anything which tended toward red or orange was not the first-class article. The clerk knew that the brands which were handled by his employer, were good, that they had been advertised in the trade paper.

Selling Mineral Waters

To the fourth clerk was assigned the campaign of selling of different mineral and aerated waters. The clerk who had this was one of the boys who had a ready tongue and he saw chances of conversation with customers in which he would show the foolishness of going down to Hot Springs in Virginia and to other resorts where mineral waters were the great drawing-card, when people could come to Jones' store and buy the mineral and aerated waters there, and save the expense of a railway trip. Another point too, was that the mineral waters in stock were all in sealed bottles and quite dustproof. This, decided the clerk, was going the mineral springs one better. There the waters were not bottled and sealed, but in Jones' store they were, and were thus immune from germs.

The reason why ginger ale was such a good thing to drink was also gone into. The clerk found that this was a very popular drink, and that the reason for it was that it quenched the taste and satisfied it. Again he saw visions of himself persuading customers that on hot days ginger ale was as the draft of water to Dives, and that in a copious draft, say about a bottle, of ginger ale, customers would satisfy their thirst in a way that they had never known—supposing they had been attached to stronger drinks. Then again ginger ale was frequently used to temper the wind to the shorn lamb; in other words to take the taste of such a medicine as olive oil. If you put a spoonful of olive oil in a glassful of ginger ale you don't notice, before it is down your throat, that you have been taking olive oil at all.

And so the clerks went on each reading up material which would help him in his special campaign. Of course, all of them were out to boost all drinks and the man pushing lime juice would not turn down an order for grape juice nor vice versa. Nevertheless, each man having concentrated on talking points for each line was able to make better upon this one line than if he had gone into all of them.

A General Selling Campaign

Jones helped the boys considerably by having suitable window displays and cards written and displayed conspicuously which drew attention to the soft drinks being pushed. Several window displays, all very excellent and devoted entirely to drinks did their part, and, in short, everything was done and said to create an atmosphere of pleasant and healthful benefit to be derived from customers buying drinks.

The campaign brought excellent results and Jones told me, himself, that he had no idea so many of his customers were interested in soft drinks and that certainly he had boosted his sales to an extraordinary extent.

Getting Molasses into Montreal

Assistance Expected Through the Intercolonial Railway Putting on Boat—Further Correspondence With Sir George Foster

MONTREAL, April 12 (Special).—Molasses shipments have been so irregular that, as already reported, dealers here are somewhat alarmed over the situation. The Board of Trade, at the suggestion of Zepherin Hebert, took this matter up with the government, and asked for assistance toward getting Barbadoes molasses into the Montreal market. It was felt that the outright loss of business ensuing through a lack of supplies was too serious a matter to be allowed. A resolution was passed by the board appointing a committee to wait on Sir George Foster at Ottawa. This was later done but the minister's reply was decidedly unfavorable and held out little hope for the merchants. Latter, however, he has reconsidered his earlier opinion as indicated by the following letter:

Department of Trade and Commerce,
Ottawa, March 31st.

George Hadrill, Esq.,
Secretary, Board of Trade,
Montreal, Que.

Dear Mr. Hadrill,—With further reference to my letter to you of the 24th instant, the Intercolonial Railway proposes to put on a boat to make at least one round trip between Halifax and the West Indies, to leave Halifax somewhere about the 15th April, and it would be well for your people to get into communication with the manager of the Intercolonial Railway in connection with the molasses business.

Whether this vessel can make more than one round trip or not, I do not know, but I hope she will be able to meet your demands to a certain extent at least. Outside of this vessel I have no others in sight about which I could advise you.

Yours sincerely,
GEORGE FOSTER.

Another delegation is expected to wait upon the minister with a view to perfecting the arrangements. The Intercolonial Railway management in response to a wire from a prominent Montreal importer, states that although they are not in a position to make a definite statement as to plans they will undoubtedly do something along the lines suggested by the agreement referred to.

Eggs are Fruit?

A Vancouver merchant, when asked in court last week what the product of a hen was which he had sold on a Sabbath, promptly replied "fruit," and the court laughed.

An Example in Overhead and Profit

A Simple Diagram Showing How to Arrive at the Selling Price of an Article, No Matter What the Invoice Cost May Be—The Profit and Overhead Must Always Be Based Upon the Selling Price and Not on Invoice Cost.

SUPPOSE the invoice cost and freight charges on a case of salmon are $10.50, the overhead expenses 20 per cent., and a profit of 10 per cent. is required, what would the selling price of the case be?

Note the accompanying diagram of squares.

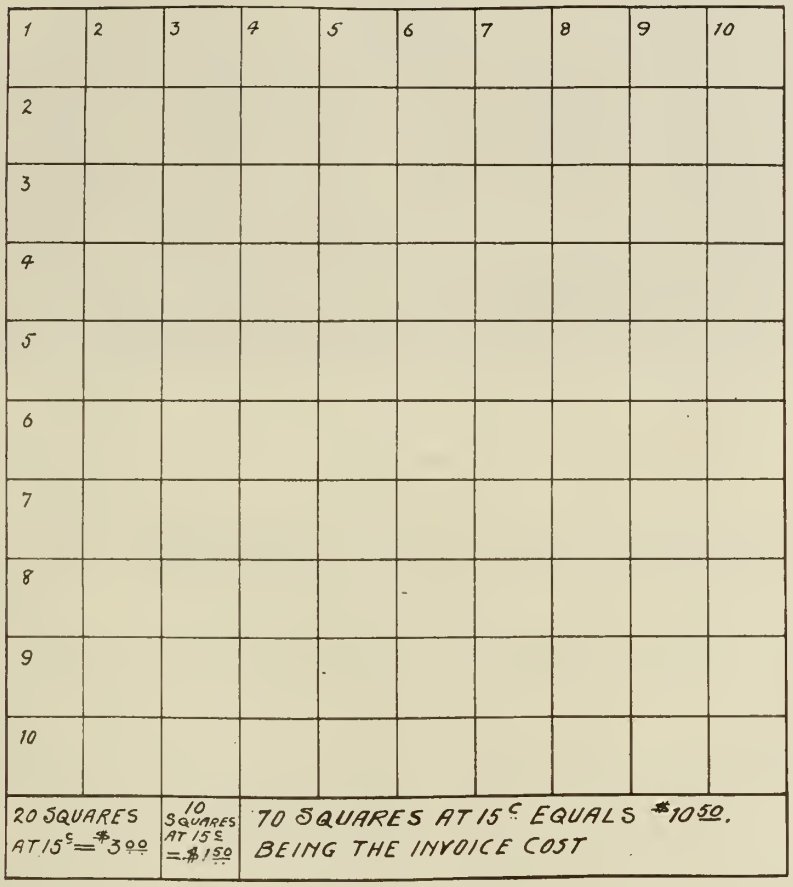
Here is a square, divided into 100 smaller squares, equalling 100 per cent.—the selling price.

The first two rows of 10 squares represent 20 per cent. overhead.

The third row of 10 squares represents 10 per cent., which is the desired profit.

The remaining seven rows of squares, 70 in all, will represent the invoice cost $10.50.

But, before we can arrive at the actual selling price, the overhead and profit percentage must be defined.



Now, if the 70 small squares represent the invoice price, $10.50, then one square will be one-seventieth part of the $10.50, viz., 15 cents, and if one square equals 1 per cent., then 100 squares will represent 100 per cent., or 100 times 15 cents, viz., $15.

Now, having arrived in this way at the selling price, it is a very simple matter to arrive at the overhead and profit in the following manner:

Invoice cost of salmon, 70 per cent. of	$15.00—$10.50
Overhead expenditure, 20 per cent. of	15.00= 3.00
Desired profit, 10 per cent. of	15.00= 1.50
100 per cent.	$15.00

Using the above method, let us suppose that a certain article cost on invoice is $2.50, and this sum equals only 70 per cent. of the selling price. Then if the invoice price, 70 per cent. = $2.50, the selling price, 100 per cent. = $2.50 $\times \frac{100}{70} = \frac{\$250}{70} =$ $3.57, it will, therefore, be seen that $3.57 is the selling price. We can verify this as follows:

Invoice cost of article 70 per cent. of	$3.57=$2.50
Overhead expenditure, 20 per cent. of	3.57=0.71 2-5
Desired profits, 10 per cent. of	3.57=0.35 7-10
	$3.57 1-10

Some folk think that figures can be made to prove anything. But here is a simple example, which is true, and not in any particle misleading.

Many a business man will argue that he is making 10 per cent. profit when he is only adding 25 per cent. to his invoice price.

The accompanying diagram and explanation proves that, providing the overhead expense is 20 per cent., and 10 per cent. is desired as profit, it would be neeessary to add almost 43 per cent. to the invoice cost.

Now let us still further explain this method by assuming that an article costs $2.50 and the overhead is 10 per cent., with a net profit required of 5 per cent. As the gross profit is to be 15 per cent., the invoice price will represent the remaining 85 per cent. of the selling price.

85 per cent. of selling price equals $2.50, therefore 100 per cent. equals $2.50 $\times \frac{100}{85} = \frac{\$250}{85} =$ $2.94. Therefore, the selling price would be $2.94.

Let us again apply the same rule to verify these figures:

Invoice cost of article, 85 per cent. of	$2.94=$2.50
Overhead expenditure, 10 per cent. of	2.94= 0.29
Required profit, 5 per cent. of ..	2.94= 0.15
100 per cent	$2.94

It will be seen that no matter what the overhead is, or the profit required, the balance of 100 per cent. is the sum on the invoice, and the selling price can be very easily arrived at by following out the above method. Try it on the very next invoice.

Of course, the overhead must have been previously determined as well as the profit desired.

Keep Down Overhead

Keeping expenses down is not the whole secret to success in the grocery trade. Nevertheless the man who can get results on the lowest possible expenditure is the man who spends his declining years in ease and comfort.

—⚙—

David Nelson Moore, a grocer in St. Catharines many years ago, and for a number of years a deputy city tax collector, one of Niagara district's oldest residents, passed away aged 88 years. He was the youngest son of the late John Moore, U. E. Loyalist, who fought under Gen. Brock at Queenston Heights. He was born in Gainsborough Township, and had lived practically all his life in this district.

One Hundred Per Cent.

An Undeveloped Field of Effort at Home—The Man Who Means Well but Whose Feet Aren't Mates—Old Laws and Young Dogs—The Developer of Men the Most Valuable of Men—Ideas Require Water to Grow.

Written From an Interview with a Manufacturer

"IF the management of every store in this country that was not receiving its one hundred per cent. of results was to turn its gaze inward instead of outward in ninety per cent. of the cases the chief source of the trouble would be found to be directly at home."

The speaker was one of the largest manufacturers of proprietary articles in Canada.

He continued: "What I mean is this: the human element of the store is too often overlooked. There it lies at the hand of the employer, the chief raw material of any form of human industry, plastic and eager, waiting to be moulded into shape by the sympathetic hand of the directing genius. The interests of employer and employee are so indissolubly bound together that selfishness alone dictates to the average clerk the policy of working for his employer's interests with all his heart and soul. The proportion of clerks who do not feel this way is a negligible quantity."

"Like Master, Like Man"

"True, his attempts to do so are too often ludierous. He offends customers instead of placating them. He hunts the warehouse for a rest, in a dull period when he should be tidying up his shelves. But the fault is pretty evenly divided. The situation resolves itself into a lack of appreciation of the human element in the store by the management. If the clerk is clumsy in his methods it is probahly because his natural desire to do the right thing is not encouraged. His poor attempts are laughed at or become the occasion of fresh reprimands instead of a generous helpfulness. His laziness as evinced in a fondness for a dark corner in the warehouse is as likely to be the result of discouragement as the result of a lack of appreciation on the management's part as anything else."

Only a Clerk and Human and 50 Per Cent.

"Of course if he were one hundred per cent. he would not do these things. But then he would not be a clerk, for when an individual develops seventy, much less one hundred per cent., he graduates ont of the clerk class. But being human and perhaps only average human he is probably only developed on a fifty per cent. basis. Most of us are just about that. So when he discovers that the store staff is not working along co-operative lines, he loses heart like a young dog that diseovers its master does not shoot the birds he flushes and so slinks away to eat his heart out in sullen anger at the world in general and his master in particular.

Dollars in Human Character

"The basis of any success rests upon human character. That's why it is that given equal opportunity, some men go up and some go down in this world. Yet some merchants spend small fortunes in expensive store fronts, costly advertising and are the outward visible signs of a high state of polished perfection and yet neglect to take their clerks into their confidence to a reasonable extent or to aid them in developing their knowledge, their usefulness and their character along lines equally beneficial to the clerk and the business in which he is engaged.

Killing the Proverbial Goose

"When a young man enters the employ of a successful business, he is quite likely to bring to it a fresh enthusiasm and an original viewpoint that is possibly out of the reach of the men whose long association with the work has caused it to take on the monotonous character of a tread mill. How often is he met half way by any encouragement of his desire to put his enthusiasm into his work? He is not allowed to develop along natural lines. He is whipped into the lock-step of the store doing things by rule.

Casting the First Stone

"It does not follow that because a clerk is not working well that he alone is to blame. A manager is supposed to excel in the handling of men, in the development of their latent ability to the highest possible state of efficieney. Hence if the clerk falls down, some at least of the fault must lie at the door of the store management for tolerating conditions that will allow him to fall down. If a man begins to develop surliness to customers, it may be because the atmosphere of the store tends that way. If he takes too long for lunch, perhaps it is because he noticed the manager or other clerks doing likewise. If he begins generally to develop a tendeney to fall down in his efforts, perhaps it is because he has diseovered that his originally excessive energy, being sometimes misplaced, was not properly appreciated and he says to himself 'They can go hang.'"

MAKES MONEY OUT OF MARKET REPORTS

Editor, Canadian Grocer,—

Dear Sir,—Just a note to tell you of a little thing that happened to me that illustrates how helpful CANADIAN GROCER *is to one who consistently reads it.*

Some time ago you said something in your columns about the likelihood of advances in cream of tartar. At the time that was news to me. However, I took the tip, bought a ton at 28c a lb. and later cleaned it out on the market at 56c.

I always recommend your paper to grocer customers whom I wish to put in my debt. A man who wishes to take advantage of market fluctuations and benefit by the experience of others in merchandising cannot afford to be without it. I personally know dozens who rely on it absolutely as their buying guide. The cost of $2 a year is undoubtedly saved many times over. Your recent articles on credit systems and selling on present invoice prices, or the reverse have been invaluable to many men down in our part of the country. It is also an aid to the traveler in that it serves a useful purpose as the merchant-reader of your paper is more amenable to the salesman's arguments if they are sound ones, that are based on actual conditions.

J. M. COCHRAN.

Frederickton, N.B.,
March 29th, 1916.



An Easter window trim featuring hams and bacon and canned vegetables.

Hams and Bacon in This Easter Display

These Are Important Lines on Account of Passing of Lent—Splendid Time for a Good Trim—Remember the Contest.

THE illustration shown herewith presents still another idea for an Easter Window Display. One week from to-day, April 21, is Good Friday, which means the termination of the long Lenten Season and the change of food in many a Canadian home. Naturally those who have refrained from eating certain foods during Lent will have a keen appetite for them at the end of the season.

As pointed out before, in reference to these Easter Window trims, smoked and cooked meats, such as bacon, cooked ham, tongue, pickled hock, etc., are going to be largely in demand, and the dealer who displays them the most prominently and the most effectively, should get his share of this business. Sausage is another line that will be called for after next Friday in larger quantities, so that the dealer who has a provision department and who goes after business aggressively is going to secure considerable extra trade.

The window shown here displays effectively a number of hams, as well as canned vegetables, butter, etc. This is a good provision window and should sell the goods.

In a number of stores at the present time there is to be seen a boiled ham with the sliced side turned towards the window or towards the front of the counter. This might be displayed on a platter in a window surrounded by green stuff. It is always a sure seller.

In arranging the Easter Window, remember Canadian Grocer's Window Display Contest. This is about the last opportunity we will have to call our reader's attention to it, and clerks and dealers who are planning on a good window next week are asked to get a photograph taken early and have it sent in for the contest.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, *President.*
H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. Boston—C. L. Morton, Room 733 Old South Bldg.; Phone Main 1024.

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WESTERN ONTARIO SAP FLOW

FROM present indications it would seem that the supply of maple syrup and maple sugar in Western Ontario will not be as large this year as in some other years. The unseasonable weather has made the sap slow in running and reports from certain parts of the country state that the quality of sap is not up to the best standard. Farmers with maple sugar groves in the vicinity of St. George in Brant county, tapped their trees about the last Wednesday in March and after ten days the flow of sap was very small. Unfavorable wind and the lack of a sufficient number of bright, sunlight days were deterrents which will make the maple products comparatively scarcer this season.

Farmers with sugar groves assert the ideal conditions for a good flow of sap are a northwest wind and bright sunlight. These conditions rarely prevailed during the first week or ten days of the sap season. On Saturday, April 9, conditions were reported as such to make the sap run with greater freedom. The following day, Sunday, there was also a good flow.

In the particular section of Ontario referred to farmers with maple trees state it is very doubtful if the syrup and sugar will be secured in very large quantities this season. The present week will decide largely whether or not there will be a dearth of this luscious table delicacy.

RAISIN DAY COMING

FOR the past seven years, Raisin Day has been celebrated by the California raisin growers. This year again there will be still another celebration, the date being April 28th and 29th—Friday and Saturday of this month.

The chief significance of this day is that it is set apart to get the interest particularly of the consuming public in regard to the value of raisins. During the past three years the occasion has taken on a wide significance owing to the immense growth of the raisin industry. This year posters will be displayed throughout the country, and the raisin growers will talk to the consumers as well as to the dealers through an advertising campaign in consumer and trade press.

Every dealer realizes that the raisin is an important article of food. It can be used in many different ways. It is a most helpful article of diet, and carries with it a distinctive flavor that makes it to-day a staple article in every household. The retail dealer can assist largely in developing the consumption of raisins by co-operative work. The more he explains the value of this fruit, the more he talks to his customers about it and displays raisins in his show windows and on his counters, the more is he going to sell. Raisin pudding, pie, and cake are but a few of the many ways in which the raisin can be used in the home. It is up to the retail dealer to spread the news about raisins as much as possible, and particularly to take advantage of Raisin Day this year—April 28th and 29th.

JAM TRADE TIME

LAST week in CANADIAN GROCER the selling campaign of a progressive retail grocer was given on jams, preserved fruits, canned fruits, etc. This campaign was conducted at a time when the consumer is interested most in these goods. As spring approaches the housewife's supply of jams and preserved fruit, etc., is getting low, and as there is no better food for

old and young than fruit properly preserved, there is always good business at this season of the year in preserved fruits, jams and jellies.

Now, then, is a good time to display these goods in the window, on the counter and on special display tables, display stands, etc. Backed up by a good strong announcement in the local paper, there is almost sure to be good business in them. Personal salesmanship of course goes a long way. Customers should have their attention called to these goods, either over the counter or over the telephone. The average customer needs a suggestion and it is up to the dealer and his sales staff to be ready at all times with something additional. It should be realized by every salesman behind a counter that anyone can hand out the goods that are asked for, but that it requires a real salesman to sell goods that are not particularly asked for. If he is a good window artist and brings the people into the store for the goods he displays in it, then he is a salesman, just as much as the man who by personal conversation sells goods over the counter or over the telephone. The spring months are all good months for jams and jellies, and preserved fruits, canned fruits, etc. Get after this business now before the new fruits arrive. In another month or two the pineapple and strawberry seasons will have opened. These will be followed by other fruits. Then it will be too late to dispose of much stock. The psychological moment is NOW.

COME INTO THIS CONTEST

ONCE again we desire to call the attention of dealers and clerks to the Easter Window Display contest of Canadian Grocer. It is to be hoped that as many as possible will secure photographs of their Easter window and have them submitted to the judges of this contest.

The prizes as previously announced consist of $5, $3 and $2 respectively, there being three prizes for each class. Dealers and clerks in centres under 10,000 population do not compete with those in centres above that number. The contest will be one that will help every member of the trade because of the new ideas that will be presented in the window displays.

THE RETURNED SOLDIERS

THE time has come for Canada to make good the promises of the hysterical days of the war. Today her sons, some of them, return to seek their strange place in a new scheme of things.

It is more than money that these men work for. It is that understanding that is born of a generous sympathy steeped in a warm imagination that can conceive of the horrors they have been subjected to and that makes large allowance for the shortcomings that they bring with them into civil life. Is it humanly possible for a man who has stood the strain of months of trench warfare to be as other men, his looks of health notwithstanding? He has scraped his dearest friends off his clothes. He has withstood the shock of charges and the tense tumult of counter charge. He has for months lived under every hellish variety of modern death, perhaps he has been gassed, the tissue of his lungs burnt out, his brain scared and certain cells closed forever, and has perhaps gone through that most awful trial that modern artillery can bring to bear on a body of men "the preparation for the infantry attack," a concentrated inferno of noise and gas and blood and death that leaves its poor victims stunned and dazed, irresolute of limb and mind. Can these men be as other men in one year or two or three? Never. Always they will bear in their mind the cicatrice of it, long after kindly memory has enabled them very largely to forget the detail. Their wounds heal. Agony leaves their eyes. They do not return to Canada until sufficient time has elapsed to allow of this much. But their sick minds with its scar of sorrow and pain undreamt of here, that has destroyed their very thought impulses and dried up the very springs of action they bring home to Canada to heal in the blessed quiet of an uneventful life which they must largely slip through unobtrusively, all joy of action, all hope of initiative hopelessly lost to them.

And it is peculiarly the task of those who remain to recognize this fact and give to them in this condition which is often so dull and so elusive in its operation as to defy recognition even by its unhappy victims, a rich forbearance that will remember what they have gone through and that will condone even though it condemns.

They have borne all that alone. Now must they too bear all this alone. As never before in the history of the world are there men who crave the helping hand in word and thought and deed. Deeds are tangible and imply the securing of positions, the gift of goods and money. But more important is the Christ-like tolerance for the man who lacks and the inspiring presence of an enveloping kindliness that the passage of years will not erase and that will forever remain an inspiring vein of pure gold in the metal of our national life.

EDITORIAL NOTES

FISH properly handled and properly displayed pretty nearly sells itself; and if it is good, repeat business is sure.

* * *

THE SUCCESSFUL salesman invariably gives the customer the impression of eagerness to be of service. Service is the keynote of successful salesmanship.

* * *

DESPITE the warnings of the trade papers there are still some retailers who allow themselves to be taken in by schemes which are prohibited by law, and by which the retailer is eventually the loser, not only in actual cash, but by making dissatisfied customers.

A FINE ISSUE FOR THE CLERK

Spring and Summer Sales Number One That Will Appeal to Every Salesman Behind the Counter—Window and Interior Displays Will Be Featured—Valuable Hints on How Other Men Do Things.

IN recent issues, synopsis of a number of articles prepared for the Annual Spring and Summer Sales Number of April 28th was given. It was emphasized that these articles were all of a practical character, and which would tend to assist retailers in the development of their business in future, and particularly the development of summer trade.

These articles and others that have since been written have all been secured first-hand from retail dealers now in business. In fact, the Annual Spring Number will, in reality, be edited by grocers themselves, so that its value from a practical standpoint could not be greater.

The Spring Number is not alone for the merchant, but for the clerk as well. The window display department will be of particular interest to the clerks, inasmuch as it will include a number of very fine displays, suggestions from which will be valuable in boosting summer trade. Among the windows, for instance, will be one displaying maple syrup in forest surroundings. This is a particularly realistic trim and one that presents splendid suggestions to any trimmer.

There will be several pages under the heading "How Other Grocers do Things." These items are all short and snappy, easily read, and each presents an idea which merchants and clerks in various parts of the country have successfully adopted. There will be something practical in every item, which means that this is going to be an exceedingly fine series of articles.

The Spring Number will, as usual, contain several fine interior views. These show how merchants and their salesmen are selling goods by attractive interior displays.

There is a splendid article for every clerk dealing with how the staff of a certain store gets business by telephone. Every dealer likes to see as many customers as possible come into his place of business. By attractive arrangement of his goods, and by the selling power of his staff, he is then able to dispose of many goods over and above the actual demand. But when people are accustomed to use the telephone, then it is up to himself and his sales staff to get as much extra business as possible. This article explains how it is done in one large Canadian store.

The clerk of to-day is the merchant of to-morrow, and now is the time for him to gain a complete knowledge of his business. This Spring and Summer Sales Number will be a most valuable aid for this purpose. It is one that all should keep at their elbow for further study of the plans and suggestions presented by the various merchants.

Every clerk, as well as every merchant, will find it to his distinct advantage to read most carefully the Spring Number, both advertising and editorial, from beginning to end. It means money.

THE EDITORS.

April 14, 1916.

WHY A MANUFACTURER SHOULD CONTINUE ADVERTISING WHEN OVERLOADED WITH ORDERS

THE manufacturer who asks to-day "Why should I advertise when I cannot fill all the orders on hand now?" is the same man who asked a year ago "What's the use in advertising when dealers won't buy anyhow?"

His inconsistent attitude in regard to advertising comes from a mistaken idea as to what should be expected from it. He regards advertising as an expedient to boost sales when orders are scarce; and he thinks it is unnecessary when orders are plentiful.

The true purpose of advertising, so far as a manufacturer is concerned, is to make his goods, in the course of time, well and favorably known to dealers and consumers. Their preference and demand for his product will become so strong that he will be able to greatly increase his production. Then both his manufacturing costs and his selling expenses will be reduced. The greater his output the lower his cost of manufacture. The greater the demand for his goods the better his distribution will be. Good distribution lessens the expense of securing orders. Large output, low manufacturing cost and low selling cost mean big profits. In this way his advertising pays.

It takes time for advertising to bring about these results and the manufacturer who expects the best from it must persist in his advertising through good times and bad. If he quits advertising because business is poor or thinks it can be done without when business is good, he will lose most of the benefit that a steadfast advertising policy would have brought him. In persistent advertising lies the surest hope for the growth and complete success of his business.

No Delivery and No Phone Orders

New Ideas Being Tried Out by New Liskeard Retailer—Neither Does He Give Credit—Issued Booklet Entitled "Economy" to Advertise His Methods to Customers—Some Novel Plans.

"ECONOMY" is the title of a unique booklet — or rather a booklet containing unique ideas —issued by A. J. Jeffries, a New Liskeard, Ont. grocer. Mr. Jeffries was for a number of years on the road representing James Turner & Co., of Hamilton, Ont., but has given up traveling, and recently opened a grocery store at New Liskeard.

As the booklet shows, he gives no credit; neither does he deliver parcels nor take orders over the telephone. Customers must come to him with their cash, and take away their goods, except in such cases where reason demands, as an unusually large order.

The "Economy" booklet reads in part as follows:

"Economy"

"The question of economy is one which interests every person who has to provide for himself or family.

"Every wage-earner—every one of the working men or women who constitute the backbone of this great country.

"For the past few years the high cost of living has been a much-talked-of subject, and is becoming of such great importance to the average person that their very existence depends on better adjustment of present conditions.

"War conditions have, of course, advanced many food products, but this is by no means responsible for "The High Cost of Living."

"To a large extent we have ourselves to blame; our methods have so increased the expense of doing business that we have to pay more for our goods. We telephone our order, expect a delivery rig to be at our beck and call every moment, want our goods 'charged' and then kick at the high cost of living.

"No merchant can afford to carry accounts, run an expensive delivery system, keep a messenger to deliver at a moment's notice every small order 'phoned in and sell at the price which the man can who does away with this heavy overhead expense.

"Now here is our policy in a few words:

"Terms strictly cash.

"No telephone orders.

"No delivery—(except in such cases as reason demands, where the order is too large to be carried.)

"How does this figure out for you?

"We figure it makes a big saving, and are prepared to give our customers the benefit.

"We will give you no opportunity to say we charge more for our goods than others. We can meet any bona-fide price. The saving is yours—because you paid the cash and carried the goods away. Credit is in most cases merely a habit, a bad habit that can be avoided.

Cash With Every Order

"Positively no discrimination between known good accounts or poor ones — that is our policy. We don't mean to be discourteous to anyone, it is simply our way of doing business, and it figures largely for you. Everyhody must know that the maintenance of a credit system with the consequent bookkeeping is expensive. So are bad accounts. We have neither—you get the benefit.

"Many people will form unions, agitate strikes, and even risk their lives in order to get an increase of $3.00 to $5.00 per month in their wages, but will not care where their hard-earned money goes after it is earned; and do not realize that they owe it to themselves to see that every penny is expended to the best possible advantage.

"Are you one of these? It is up to you! Give us your business! Give us your criticism too, if you wish. You cannot offend us by reasonable criticism. We are always willing to learn; the more we can learn the better we can please you."

These new ideas have just been put into operation, so that it is impossible to say how they will work out in New Liskeard. It will be interesting, however, to watch their development.

DO YOU KNOW YOUR CUSTOMERS' NAMES?

Does the average merchant realize the value of being able to call his customers by name? It is flattering and pleasing to most people to be remembered and to be called by name. It is natural that the customer will return to the one who knows him personally.

Some of the most successful politicians are those who have cultivated this faculty of remembering names and faces. It is stated that the remarkable success which William Jennings Bryan had as a politician was due largely to this faculty. After only a casual meeting with men in a gathering where perhaps he met hundreds of other men he could recall having met such and such a person. This faculty with him was cultivated to the nth degree.

From the point of view of salesmanship this is a most valuable asset for any merchant to cultivate. It lets the prospective customer see that the merchant has an interest in him keen enough to at least remember his name. In small towns the merchant will possibly know most people. But there are always new people dropping in. It is a great assistance to business to know your customers' names—and to call them by name.

SASKATCHEWAN BUTTER IN B.C.

As indicative of what the Saskatchewan buttermakers are capable of doing, a car of Saskatchewan butter was offered in Vancouver at the end of March, thereby establishing a record with regard to spring shipments, as in former years, the first of May has been the earliest time at which such deliveries were expected. According to prominent provision and commission men in Vancouver this departure from precedent is due largely to an effort on the part of the eastern shippers to show the extent to which they can go in supplying the needs of the far Western Canadian provinces.

"It is an indication of the end of the New Zealand imports," is the way one provision man referred to the shipment. "In previous years the New Zealand butter met with very little competition until May. During the past winter, however, there have been scattered shipments from the east, and there is a strong likelihood that the prairie creameries are now out after this trade."

The bakers of London, St. Thomas, Windsor and Sarnia announced on April 9th an advance in the price of bread from four to five cents for the small loaf, and from six to seven cents for the larger loaf.

The claim is made that the increase is due to the scarcity of labor, due to recruiting and the increased cost of materials and delivery.

Fire which had apparently been smoldering for several hours, broke out in Adams Brothers' block on Kent Street, in Lindsay. The firm conducted a large grocery, flour and feed business, as well as a meat market.

Service Department

The Canadian Grocer:

Dear Sirs,—Will you kindly inform me where I can get "Gluten Flour" made in Canada if possible?

J. C. PINCH,
Sault Ste. Marie, Ont.

Editor's Note.—This information has been forwarded.

* * *

War Tax Stamps

Canadian Grocer:

Dear Sirs,—The story is being circulated that the war tax on patent medicines stock foods must be paid for by the merchants. Kindly let us know by return mail whether or not a merchant can be fined for not paying the tax himself.

ONTARIO READER.

Editorial Note.—It does not matter who pays this tax—the merchant or consumer—although usually it is charged to the ultimate consumer.

* * *

Manufacturers of Grocery Rigs

Canadian Grocer:

Dear Sirs,—Would you please send me the names and addresses of one or two firms who specialize in the manufacture of grocery rigs.

W. H. G————,
Brantford, Ont.

Editorial Note.—Names have been forwarded.

* * *

List of Canadian Wholesalers

Editor Canadian Grocer,—Please let me have names of one or more reliable wholesale grocers in Canada from whom we can buy general groceries.

The Exploits Valley Royal Stores, Ltd.
Grand Falls, Nfld.

Editorial Note.—This information has been sent.

* * *

Coffee Agent

Editor Canadian Grocer,—Kindly advise us if there is any agent for the G. Washington Prepared Coffee, put up in New York.

DICKSONS, LIMITED,
St. Mary's, Ont.

Editorial Note.—This information has been forwarded.

* * *

Dish Coupons

The Canadian Grocer:

Gentlemen,—Would like to have your idea about giving an agate dish that costs 25c wholesale with a $5 deal for a trade puller,—sugar or flour not to be included. Or would a $10 purchase be just as good in a country place. I do not intend the purchase to be all at once. I would give the dish when they returned counter slips amounting to $5 or $10, as the case might be. Would you confine it to one month only or three months? Any information you can give me on this line will be appreciated.

ONTARIO GROCER.

Editorial Note.—In reply to the above letter the opinion of Canadian Grocer is that if the 25c dish is given away after a customer has purchased at various times his $5 worth of goods, the transaction would not be legal as it would be in contravention of the Trading Stamp Act. This Act says that a coupon, trading stamp or similar device must be redeemable at any time by the customer. If the customer has to secure a number of these coupons, to make a total of $5, then he cannot redeem them at any time. On the other hand, if the customer purchased $5 worth of goods at one time the retailer would be at liberty to give the 25c dish first if he so desired.



Leslie Grisdale, of Wingham, Ont., grocer, has closed his store and enlisted.

Henry Wilson, Queen's avenue, Edmonton, who has joined the 138th Overseas Battalion, is selling his business.

John E. McIlwaine, clerk for H. Ritchie, merchant, Norman, Ont., has enlisted with the 94th Battalion at Kenora, under Lieut.-Col. Machin, M.P.P. He came from Belfast, Ireland, three years ago, and up to present has been employed with Mr. Ritchie.

Major Geo. Bradley and **Captain Alfred E. Bradley**, sons of R. B. Bradley, grocer, who operates stores at St. Catharines, Niagara Falls and Chatham, are serving with the colors. The former is in Toronto with the 81st Battalion and the latter at Niagara Falls with the 19th.

P. W. Chosley.—The manager and fellow workmen of the Swift Canadian Company, Edmonton, presented a wrist watch to P. W. Chosley, who has been in the employ of the company since they started in Edmonton. He is leaving their services to join the 202nd Sportsmen's Battalion.

SUGAR PLANT FOR SALE

Knight Sugar Co., Raymond, Alta., Have Decided Not to Continue the Operation of Their Plant

The Knight Sugar Company, Raymond, Alta., has made a statement regarding the Raymond sugar factory. At a meeting held recently in Salt Lake City, at which Jesse Knight presided, the executive of the company was authorized to dispose of the plant by either one of the three means: first, to sell the plant to the people of Southern Alberta at a "reasonable price;" second to sell to any Canadian company with a view to removal to another part of the Dominion; and third, if neither of the two schemes materialized, to negotiate for the sale of the machinery to an American company to be set-up some where in the inter-mountain region, or by the Knight Sugar Company itself.

When the removal of the factory was being agitated in 1914 and 1915, J. W. Evans, having in mind the organization of a company similar to the farmers' co-operative movement in other parts of the continent, wired for a price on the plant. They asked $250,000 for the plant with the section on which the plant stands. At the recent meeting in Salt Lake a "reasonable price" was mentioned and it is likely the directors have decided to come down a little in the price stipulated a year and a half ago.

Nothing has been done yet with regard to the disposal of the factory, but the Raymond Board of Trade will hold a special meeting at an early date to formulate some plan of action.

THE "FRIXAS" AGAIN

Thos. Wilson, of Groceries Limited, Toronto, is back at his desk after a rest down South. He was ill for some time, and went down to Atlantic City to recuperate. En route, he passed through New York, and amongst other things, visited the docks. A friend who was with him pointed out the German boats which were interned. Mr. Wilson, however, spied one that was flying a flag which was anything but German. He saw it was the flag of Greece. The boat was none other than the "Frixas", the name of which, as the vessel that held up the trade on their currants for Christmas, is familiar to every grocer in Canada. If the "Frixas" started on her return voyage now, she might—with luck—arrive here again in time for next Christmas.

R. Klemmer, Hanover, Ont., has moved to a new store.

The son of W. Ryan, merchant, of Niagara-on-the-Lake, died recently in Toronto hospital with measles.

Easter Window Display Contest

OF course you have decided to have the usual attractive Easter Window Display this year. You will not let an opportunity slip by for extra business and splendid advertising, such as a fine window of Easter lines would produce.

When you have your display in shape get a photograph of it and enter it in Canadian Grocer's Easter Window Display Contest. This contest is open to all grocers and clerks in Canada, and it is to be hoped as many as possible will come in it.

All that is necessary when you have your display in shape is to call in a good photographer; have him take a picture of it, and mail it to the Contest Editor, Canadian Grocer, at the Toronto Office.

RESULTS OF SUCH A CONTEST.

A competition of this kind not only helps you sell more goods and gain additional prestige for the store, but it assists every dealer and clerk in the country to produce better windows, to take a greater interest in displays and in general to raise the standard of the grocery business.

Easter comes at the end of Lent. Good Friday is April 21. This is a time when the appetites of many have been sharpened up for the many appetizing foods which they have denied themselves during the Lenten season. It is a time when big sales can be made of goods such as tasty bacon, various lines of cooked meats, cheese, eggs, honey, confectionery, fancy biscuits, etc.

It will thus be seen that the possibilities for a good business around the Easter holidays are large. The public is always, however, in need of suggestions. These must be supplied by the dealer and his selling staff. A good display will go a long way to arouse the interest and attention of customers and of the passerby.

Don't overlook your Easter Window Display and be sure it is entered in Canadian Grocer's contest.

The contest will be divided into two sections, one for grocers and clerks in towns under 10,000 population, and the other for grocers and clerks in cities above that population. The prizes in each class will be: first, $5; second, $3; third, $2, making a total of $20 for the six best windows supplied.

The contest will be judged from the standpoint of Selling Power, Attractiveness and Originalty, in order named.

In ordering photograph see that you get one about 10" x 8". This will show the goods to best advantage. A snapshot is too small.

Get the picture just as soon as the Easter window is in shape, and send it along to the Contest Editor. Contest closes May 1. Address 149-153 University Avenue, Toronto.



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec and Maritimes

Corbreil Orila, grocer, of Montreal, has suffered loss by fire. His store was partially insured.

J. F. Morrow, advertising manager of the Atlantic Sugar Refineries Company, of Montreal, has returned from a week in New York City.

The St. John, N.B. Board of Trade and several other local organizations have pronounced in favor of the adoption of the daylight saving plan.

B. Trudell, tea buyer for L. Chaput Fils & Cie., has just returned to Montreal from a few days in Western Ontario.

The maple sap is now running freely in the New Brunswick woods, and sugar and syrup of excellent quality are appearing on the market. Owing to restrictions fewer substitutes are being offered this year.

The Eastern Townships' Dairyman's Exchange held their opening meeting for the 1916 season at Cowansville on April 8, and 480 packages of creamery butter were bought by exporters at an average price of 32c lb.

The St. John, N.B. Board of Trade has made inquiries at all of the leading provincial towns regarding the state of trade and the replies have been most encouraging. Business generally is at least as good as at same time last year and in some lines there is an improvement.

Ontario

James Boothe, of Toronto, grocer, has sold to M. Sheldrick & Co.

C. Williams, of Toronto, confectioners, has sold to G. Magee.

H. Laidlaw, of Walkerville, Ont., groceries and meats, has sold out.

Cadieux & Co., grocers, of Ottawa, recently suffered loss by fire.

J. T. Glassco, of McPherson, Glassco & Co., wholesale grocers, of Hamilton, passed away recently.

Bertrand & Robinson, cigar manufacturers of Ottawa, have dissolved and the business is continued by Bertrand & Co.

Fretz, Ltd., have made a change in the style of their firm, and in future will be known as the Harvest Co., Ltd., with head office in Hamilton, Ont.

J. L. Greenwood, resident of Brockville, for the past four years, has purchased the grocery business of F. H. Clifford, and has already taken possession.

William Robert Coyne, a native of Brampton, Ont., who has resided in Chicago for over thirty years, died on March 31st, in his 49th year. He was manager of Rothchild's grocery department.

Robert Wilson died suddenly at his home in Toronto. Mr. Wilson had been troubled with a slight cold for several days, but it developed into pneumonia, causing his death. He was born in Glasgow, Scotland, 52 years ago, but came to Toronto as a boy, where he had resided ever since. He was connected with the Patterson Candy Company, where he had been employed as a confectioner for over 20 years.

William Godfrey Lumsden, an old resident and business man of Hamilton, died at his residence, 31 Mapleside Avenue, in his 65th year. Deceased was born in Pennsylvania, and for the past 40 years had been in business in Hamilton. He was the senior member of the firm of Lumsden Bros., wholesale grocers of that city. He is survived by four sons—Arthur D., Chester H., Hugh L. and Walter G., all of Hamilton—and three daughters—Mrs. E. G. Willard and the Misses Edith and Frances, at home.

The Senate last week discussed the proposed duties on apples and oils. Hon. Mr. Lougheed, government leader, explained that the increase in the duty on oil was for the purpose of producing needed revenue, and the increases in the duty on apples to produce revenue and give assistance to Canadian apple growers. Senator Bostock, Liberal leader, expressed the opinion that during recent years apple growers had not encountered greater difficulties than had other lines of business. It was doubtful if the consumer would benefit. The duty on oil would, he thought, make it more difficult for railways to operate by oil through timber countries, thus insuring against forest fires. Senator Davis, Prince Albert, condemned the tariff increases, and said that the advance in duties on apples and oil would be resented in Western Canada. After considerable discussion the Senate adopted Senator Beique's motion for the appointment of a committee to consider business readjustment to meet conditions produced by the war.

Western Canada

Tomlinson & O'Brien, manufacturers' agents, 141 Bannatyne avenue, Winnipeg, have been appointed representatives in the three Western provinces for the McAlpine Tobacco Co., Toronto.

Harold F. Ritchie, manufacturers' agent, Toronto, paid a visit to Winnipeg last week.

Louis P. Mason, of Mason & Hickey, manufacturers' agents, Winnipeg, left last week on a Western trip.

The business at 728 Logan avenue, west, Winnipeg, formerly run by Sydney Bell, is now owned by the Logan Grocery, S. Goldberg, proprietor.

The permit for the new Doig, Rankin & Robertson store, Brandon, Man., has been issued, to cost $39,000.

H. G. Smith Company, Limited, wholesale grocers, Regina, have opened a line of paper goods in connection with their general grocery and fruit business.

O. Vaughan, Summerland, B.C., has sold to the Summerland Supply Co. Mr. Vaughan will manage this company's grocery department at West Summerland.

HALF-HOLIDAY MOVEMENT

British Columbia Government Asked to Establish a Holiday Every Saturday for Clerks

A large and representative meeting was held in Vancouver which determined that the government should be asked to establish a weekly half-holiday to all employees of retail merchants, and it was further decided that the half-day should be Saturday afternoon and evening. Letters from the Retail Merchants' Association of Salmon Arm, Vernon and Armstrong, were among many that supported the weekly half holiday from outside points.

Managers of some of the largest retail stores in the province stated that unless the half-holiday could be arranged for Saturday they would cease to support the movement.

Six separate petitions circulated among the retail merchants of Calgary, with a view to securing the enactment of a municipal by-law for early evening closing and the closing of all stores on Wednesday afternoons, now contain the names of two-thirds of the merchants in Calgary, which is necessary by the city charter to cause the enactment of the law.

Sugar Up Another Ten Cents

Canned Goods Market Firm—All Canned Vegetables Advancing — More Interest in Future Prunes—Strong Molasses Situation—Teas Exported From India and Ceylon Short of Last Year—Advance in Cane Syrup.

Office of Publication, Toronto, April 13, 1916.

ONE distinguishing feature of the market this week is the firmness in all pork products which has resulted, in most cases, in an advance. For instance, all bacons and backs are about 1c higher and both pure lard and compound have advanced ¼ to ½c. This is also the case as evidenced by reports from other provision centres. There is a firm feeling in hogs and a short supply. Receipts of live hogs are much below what they were this time last year and doubtless this is reason for the basic strength of the market. Add to that, the fact that there is a great export business at present being done in meats and you have the reason why a good domestic demand coming on the top of all the rest sends the market up recording advances.

The egg market is steady, because cool weather and roads have apparently hampered delivery to some extent. The price of new-laids has now gone down to a point where the American egg shipper has a pretty tough row to hoe if he competes, but that is largely a matter of necessity and anyway that low level was reached two or three weeks ago when Spring appeared permanently to have arrived. In many quarters of the country the latest spell of Winter which has reigned resulted in the production of new-laids being held back. Home consumption readily takes care of what stock comes into different centres at present and there is no surplus. The market tone is firm. Nevertheless, there is no actual advance, but in some quarters the opinion is held that unless deliveries are better the market is liable to advance. It is generally regarded that the season is about two weeks late and prices are thus more firm, to the extent of that two weeks' lateness than they should be.

Maple syrup is appearing on the market now in better quantities and prices are marked down slightly. It is difficult to predict what is going to happen in the maple syrup market, as same conditions do not apply everywhere. In some quarters the flow will be fair. Maple sugar is also arriving in small quantities.

A further advance in the sugar market occurred on Friday of last week. A day or so before, CANADIAN GROCER said in these columns: "A further advance is likely; the market is in a strong state and although no further advance is recorded at the moment, it is expected by most sugar men." This puts sugar, already extraordinarily high, quite "out of sight" in comparison to past figures. Sugar men do not remember a time when such a point was reached. In some quarters the opinion is held it need not now be reached were it not for speculation in New York. One man who knows what he talks about said bluntly: "In days gone by, when we used to buy sugar we bought sugar; now we do not know what we are buying."

There is a firm feeling all over the country in canned goods and St. John reports an advance. Montreal is exceptionally firm and the feeling is prevalent down there that an advance would have occurred ere this if stocks in some quarters had not been heavy, and interests holding out from advancing until these supplies had been materially lessened. There is a strong demand from the trade and stocks are none too good. Particularly is this true in the case of salmon, where huge supplies have been exported and where domestic demand is very heavy. The canned goods market in provincial centres is liable for an advance.

Markets in Brief

N.B.—Since market reports were written sugar advanced still another 10c. Refined in Montreal now on basis of $7.65.

QUEBEC MARKETS.

FRUIT AND VEGETABLES—
Fruits quiet and steady.
Tomatoes higher and very firm.
Beans doubled in value.
New cabbage declines.

PRODUCE AND PROVISIONS—
Hogs and pork products firming up.
Lard very scarce and firm.
Easiness in eggs checked.
Ducks higher.

FISH AND OYSTERS—
Scarcity of supplies.
Lobsters easier.
Oysters and salt lines quiet.
Fresh lines coming in.

FLOUR AND CEREALS—
Flour more active.
Bran and shorts in good demand.

GENERAL MARKETS—
Sugar and molasses higher and firm.
Nuts firmer.

ONTARIO MARKETS.

FISH AND OYSTERS—
Fresh whitefish selling.
Flounders in demand.
Scarcity of frozen.
Lobster trend easier.
Good fish business.

FLOUR AND CEREALS—
Feeds down again.
Some strength in oats.
Export looks up.
Market fluctuating.

PRODUCE AND PROVISIONS—
Lard prices up.
All meats higher.
No change in butter.
Creamery slow in coming.
New laids all consumed.

FRUITS AND VEGETABLES—
Oranges fluctuating.
Louisiana strawberries brisk.
Good apples scarce.
Lemons in demand.
Delaware potatoes higher.

GENERAL GROCERIES—
Sugar up ten cents.
Rice market strong.
Interest in prunes.
General business good.

MANITOBA MARKETS.

FRUIT AND VEGETABLES—
Good demand for oranges.
Navels bringing $3.25 to $4.25.
Strawberries, $4-$4.50 case.
New spring peas in, 20c lb.
Alberta potatoes scarce.

PRODUCE AND PROVISIONS—
Eggs decline to 21-23c.
Receipts not so heavy.
Easier hog market.
Higher meat prices coming.
Fresh butter not plentiful.

FISH AND POULTRY—
Haddie scarcity continues.
Fresh halibut and salmon in.
Oyster season nearly over.
Poultry hard to get.

GENERAL GROCERIES—
Firmer sugar market.
Canned goods firming up.
Scarcity of candied peels.
Higher tapioca and sago.
Canadian jams advancing.
Corn starch declines ¾c.

Quebec Markets

Montreal, April 13.—Market is in steadier condition than for some time past, and firmness continues to characterize it. Volume of business passing is satisfactory, and demand, although in a large number of cases restricted to hand-to-mouth buying, continues even greater than expectation, as the general rising tendency of market encourages buying on articles of first wants, and arrival of milder weather has given impetus to Easter lines.

Sugar continues firm, with a gradual advance on part of those interests that have maintained the lower level of price for the last two weeks, so that the original 40c difference has now been cut down to 20c. Maple syrup and sugar is beginning to arrive in small quantities, but shippers incline to caution in predictions as to future. Packing sundries are retarding operations of spice grinders.

Marmalade is reported to be scarce, particularly in imported varieties, owing to difficulty of securing marmalade oranges, because of freight situation. Brushes of all kinds have advanced. Shoe thread is up 10 per cent. Fancy molasses have advanced 2c, and there are no choice on market. Limburger cheese has advanced 1c, and is now offered at 27c.

Fruit and vegetables lines incline to quietness, but tomatoes present strong feature of this market. Hogs and all pork products are gaining additional strength, and pure lard in pails is selling at $3.30. Readjustment is occuring in the fish market with opening of milder weather and replacing of winter lines with fresh fish.

SUGAR.—There has been a further advance of 10c per 100 by the refineries that have maintained the lower level of prices here, so that extra granulated in 100-lb. bags is offered by them at $7.55. Market is strong, with no diminution of bullish tendencies, and recent advices tending to show a shortening of available supplies by extensive export trade has strengthened this feeling. American refiners are still firm at last week's price of $7 and $7.10. Cuban raws were a little easier in the New York market for past few days, and changed hands at 4 15-16c a pound. It is stated that future sales will be at 5c, although no sales at this price have been reported yet, and raw market is very strong. Undertone locally is firm; developments are being closely watched. Buying from hand-to-mouth continues, although a good business in that way is reported amongst retailers, and rising market tends to encourage buying.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	7 55
20 lb. bags	7 65
2 and 5-lb cartons	7 80
Extra Ground Sugars—	
Barrels	7 90
50 lb. boxes	8 10
25 lb. boxes	8 30
Yellow Sugars—	
No. 1, 100 lb. bags	7 15
Dark yellow, 100 lb. bags	6 90
Bright yellow, bbls. only, cwt.	7 40
Powdered Sugars—	
Barrels	7 70
50 lb. boxes	7 90
25 lb. boxes	8 10
Paris Lumps—	
100 lb. boxes	8 15
50 lb. boxes	8 25
25 lb. boxes	8 45
Crystal Diamonds—	
Barrels	8 15
100 lb. boxes	8 25
50 lb. boxes	8 35
25 lb boxes	8 55
Cartons	8 75
Half cartons	9 25
Crystal Dominoes, cartons	8 85

MOLASSES AND SYRUP.—There has been a further advance of 2c a gallon in fancy molasses, which is now selling at 57c, 60c, 62c in puncheons, barrels and half-barrels respectively. Quotations of choice molasses are only nominal, as there are none on this market. Firm feeling has been strengthened on market by reports that Government molasses ship has been cancelled owing to unsuitability of boat selected for molasses carrying, and no other is available. Otherwise market is unchanged in its leading features of great firmness and scarcity of supplies that still prevail. Slow arrivals continue to make fancy molasses scarce, and every puncheon is absorbed on arrival, and people generally are waiting on orders in transit.

Cane and corn syrup are unchanged in price, and scarcity of supply and strong feeling prevails generally. Maple syrup is not coming forward in sufficient quantities to establish the market. Recent weather has been conducive to good run of sap, but market is in a liquid state awaiting developments, but strong feeling, both as to prices and supplies, is uppermost for the time being.

	Prices for Island of Montreal.	
	Fancy.	Choice.
Barbadoes Molasses—		
Puncheons	0 57	0 49
Barrels	0 60	0 52
Half barrels	0 62	0 54

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups— m	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls...	0 04½
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 5¼c; ½ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80

DRIED FRUITS.—Market remains unchanged, with firm undertone, and prices as quoted for last week, although added firmness is noticeable in some lines. Advances from outside points still emphasize lightness of currant stocks, and price advances continue to occur, and choice amalias are now 10½c f.o.b. New York. Prunes are firmer, but advances have occurred on spot goods only. Citron and peels are very firm. Stock of seeded raisins are getting cleaned up, and as prevailing prices are not on the basis of cost at the coast, feeling is very firm. There are few coming forward, and present coast prices are guaranteed until August 1st, so changes of an upward nature are not unlikely.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	....	0 09½
Apples, choice winter, 50-lb. boxes	....	0 09
Apricots	0 14	0 15
Nectarines, choice	....	0 11½
Peaches, hoice	....	0 08
Pears, choice	....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	0 22	0 23
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	....	0 11½
Filiatras, packages, new	....	0 12½
Dates—		
Dromedary, package stock, old, pkg..	....	0 09
Fards, choicest	....	0 12½
Hallowee, loose, new	....	0 07½
Hallowee, 1-lb. pkgs.	0 07½	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11	0 12
40 to 50, in 25-lb. boxes, faced	....	0 10¾
50 to 60, in 25-lb. boxes, faced	....	0 10
60 to 70, in 25-lb. boxes, faced	....	0 09½
70 to 80, in 25-lb. boxes, faced	....	0 09
80 to 90, in 25-lb. boxes, faced	....	0 08½
90 to 100, in 25-lb. boxes, faced	0 08	0 08
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels, loose, 3-crown, lb.	0 08¾	0 09
Muscatels, 4-crown, lb.	....	0 09½
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 10½	0 11
Choice seeded, 16 o. pkgs.	0 10¼	0 10½
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

SPICES.—Market remains unchanged in chief features, steady and firm, with a good volume of business passing locally, and grinders report more inquiries than can be cared for except on new basis of prices, so that sales except at cost prices show tendency toward curtailment. Erratic condition continues to crop up. Outside importers have made purchases on local market, and one case is reported of the seller of a lot of nutmeg, who later offered 7c advance to buyers for same lot. Shortage of sundries for packing purposes is being keenly felt, particularly in case of cartons. Outside advices report ocean freight conditions more acute, although grinding deliveries in New York are larger than usual. Peppers have been shaded in that market to some extent in the past week, otherwise no changes of note have occurred.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	....—0 16	....—0 09	....—0 23
Cassia	....—0 29	....—0 85	....—0 35
Cayenne pepper	....—0 28	....—....	....—0 35
Cloves	0 30—0 32	....—0 90	....—0 39
Cream tartar—55 to 67c.			
Ginger, Cochin	....—0 22	....—....	....—0 29
Ginger, Jamaica	....—0 25	0 90—1 00	....—0 31
Mace	....—0 80	....—....	....—1 00
Nutmegs	0 45—0 45	....—0 45	....—0 80
Peppers, black	....—0 28	0 85—0 90	....—0 26
Peppers, white	....—0 35	1 15—1 20	....—0 37
Pastry spice	....—0 22	0 95—1 20	....—0 29
Pickling spice	0 16—0 18	....—....	....—....
Turmeric	0 21—0 23	....—....	....—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamom seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	....	12-15

RICE AND TAPIOCA.—Market is identical with conditions outlined last week and firmness ruling feature. Great-

er difficulties are reported maintaining shipping connections with East, where stocks of rice are said to be plentiful, but unmovable. Approach of May 1st is looked forward to with interest as containing possibilities of price changes, as usually prices have been scaled downward in the past at this season of the year, and feeling of market inclines to an opposite change this year. Tapioca remains unchanged in price; scarcity of spot stocks and firmness of market in general with all offerings eagerly snapped up.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	4 30
"C.C."	4 10
India bright	4 45
Lustre	4 50
Fancy Rices—	
Mandarin, Patna	4 60
Pearl	5 10
Imperial Glace	5 80
Sparkle	6 40
Crystal	5 70
Snow	5 30
Ice drips	5 40

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

	Per lb.	
Imported Patna—		
Bags, 224 lbs.		0 06
Half bags, 112 lbs.	....	0 06⅛
Quarter bags	....	0 06¼
Velvet head Carolina	0 08	0 09
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 09	0 10
Seed, lb.	0 09	0 10

NUTS.—Market shows increase in activity over that of last week. Supplies are coming forward more freely and greater volume of sales recorded. Pecans now coming into this market are now costing 2c more, and filberts are up ½c, and Sicily filberts are unobtainable either in the States or abroad. Shelled walnuts are very scarce and very firm. Tarragona almonds have declined 1c because of difference in rate of money exchange.

Almonds, Tara, new	0 15	0 15½
Grenobles	0 16	0 16½
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 35	0 36
Shelled almonds, 23-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 14½	0 15
Filberts, shelled	0 32	0 34
Pecans, large	0 18	0 19
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 08¼	0 12½

TEA.—Less activity is reported during past week, but additional strong feeling in market is evident, and high prices are being asked for tea at outside prices because of increasing freight difficulty. Chief feature in past few days has been delay in getting tea away from London in box, and it is stated that tea cannot be obtained from there under three months now. Locally, diminished stock has added to firm feeling, as high prices have discouraged buying to such an extent that it is expected that inquiries must develop more freely in the near future. Better business is reported from the West, more especially in prohibition districts that are turning to greater tea consumption.

COFFEE.—No changes of importance have occurred since last week, and market continues steady and firm, with a normal volume of sales passing. Freight continues to be ruling factor governing firmness of market, which have resulted in the advances that have occurred since September of last year. Freights which before the war were 35c for 132-lb. bags, advanced to 60c with the war, and since then have slowly and imperceptibly advanced, until they are now $2 a bag and largely govern state of market.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 17	0 19
Java, lb.	0 31	0 33
Maracaibo, lb.	0 22	0 23
Mexican lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 17	0 20
Santos, lb.	0 21	0 23
Chicory, lb.	0 12	0 14

DRIED VEGETABLES.—A slightly easier undertone prevails than during last week, and split peas and hominy are expected by this tendency. Firmness continues in beans except for slight sympathetic reaction with general state of market. No great activity is noticed in market, which is steady and quiet in volume of sales recorded.

Beans—		
Canadian, 3-lb. pickers, per busbel	4 30	4 45
Canadian, band-picked	4 90	5 10
Canadian, 5-lb. pickers	....	4 10
Yellow eyes, per bushel	....	4 20
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 00	3 25
Peas, split, bag, 98 lbs.	....	6 00
Barley, pot, per bag	....	3 00
Barley, pearl, lb.	0 04½	0 05

CANNED GOODS.—Undertone of market is unchanged and steady, with firmness the dominating feature, although tendency of opposite nature is also apparent. Stocks in some quarters are heavy and some interests are reported to be holding off from advancing until these supplies have been partially disposed of; but demand is so good and in some quarters where supplies are less plentiful, bullish tendencies continue to predominate.

Ontario Markets

Toronto, April 12.—Just as the flour situation, so far as export trade is concerned, looked a little brighter, rumors of extra German activity with submarines disturbed the market again. After a series of vagaries in the wheat market, flour levels sank somewhat, and reached a basis which overseas buyers thought attractive. Cables began to hum over the wire again, and inquiries were translated into orders. This condition, however, did not last. British buyers cannot see firm quotations now offered them, and vendors are not shading any, with ocean conditions such as exist at present. So export trade in flour is none too brisk at present. Feeds are in fairly good demand, because buyers have held off for some time, thus allowing their stocks to get depleted, and also because mills have not been grinding very much. The feed market, for this time of the year, is in a healthy condition.

Sugar went up again ten cents at end of last week. Feature of market is that it is just as firm at new levels as it was down at $6.56 and thereabouts a few weeks ago. It is apparently no case of the market having reached its limit. Further advances are freely forecast on the street.

The tea market in England is very excited still. Owing to the anticipated tax—which didn't come after all—prices advanced sharply, time after time, and prophets figured that common grades would reach one shilling a pound. There is also another bullish factor, and that is suggestion that future supplies may not be up to requirements. Shipments from both Northern India and Ceylon this year have been below last year's. Shipments from Northern India to Britain to end of February were down about six million pounds from amount at that time last year. Ceylon has also exported less tea, so far, than in 1915. The rainfall there has been very small, and crop returns show a reduction in yields. These are firming influences, and the market is strong indeed.

SUGAR.—Prices once more advanced by 10c, making a basis of $7.61. The market remains very firm. No trace of weakness is noticeable. The unusual feature about it is that all these rises, one after another, appear to weaken the market not a bit. In this case, for instance, it is believed by sugar men that if the refiners go to buy automatically there will be further advance. The fact that sugar is exceptionally high doesn't affect strength of market at all. Demand here is fair. Speculation over the border is still the biggest element. Some talk of the Cuban situation is bullish, while other is not. The drouth down there has continued unbroken, and the cane is certainly showing the effect of lack of rain. It is thought the yields, in many places, will be short of estimates.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	7 61
20 lb. bags	7 71
10 lb bags	7 76
2 and 5-lb. cartons	7 90
Nova Scotia refined, 100-lb. bags	7 61
New Brunswick refined, 100-lb. bags	7 61
Extra Ground Sugars—	
Barrels	8 01
50 lb. boxes	8 21
25 lb. boxes	8 31
Powdered Sugars—	
Barrels	7 81
25 lb. boxes	8 21
Crystal Diamonds—	
Barrels	9 16
100 lb. boxes	8 26
50 lb. boxes	8 36
Cartons (20 to case)	8 91
Cartons (50 to case)	10 01
Crystal Dominoes, carton	9 26
Paris Lumps—	
100 lb. boxes	8 26
50 lb. boxes	8 46
25 lb. boxes	8 46
Yellow Sugars—	
No 1	6 91

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

SYRUPS AND MOLASSES.—Readers will find a reference to maple syrup, prices and market conditions in "Produce and Provisions" report, also on editorial page.

The molasses situation does not show any easement, and practically the same factors govern. West Indies can't get boats to get supplies across, and stocks at ports in Canada are very limited. St. John and Montreal are strong and advancing. Though Toronto doesn't take

much interest, it has to buy at enhanced figures. Fancy molasses especially is high. Present level is 60c to 65c, and it is thought there will be further advances.

There is a good demand for all cane syrups. An advance of 60c a case took place recently. Corn syrups are in average demand, and there is no new feature.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls....	0 04½
Pails, 38½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case.....	2 65
Cases, 5 lb. tins, 1 doz. in case.....	3 00
Cases, 10 lb. tins, ½ doz. in case.....	2 90
Cases, 20 lb. tins, ¼ doz. in case.....	2 85
Cane Syrups—	
Barrels, lb., 4¾c; ½ bbls.....	0 05
Cases, 2 lb. tins, 2 doz. in case.....	3 60
Molasses—	
Fancy, gallon	0 60 0 65
West India, bbls.	0 34 0 37

SPICES.—Market appears to have lapsed into dullness, though demand is fair to middling. Shipping misfortunes tie up arrivals of fresh stocks, but demand is not as keen as a few months ago. Cloves are firm in New York, on account of scarcity of bottoms from the East. Demand here is good, and price for whole is up to 40c, with 45c as outside limit. Peppers, both black and white, are not plentiful, but there has been a slackening in demand latterly.

Spices—	Compound, per lb.	Pure, per lb.
Allspice, ground	....—0 20	0 17—0 19
Allspice, whole	....—....	....—0 15
Arrowroot	....—....	0 15—0 20
Bay leaves	....—....	....—0 20
Bicarb. soda	....—....	....—0 23½
Caraway seeds	....—....	....—0 25
Cassia, whole	....—....	0 26—0 32
Cassia, ground	0 16—0 18	0 26—0 34
Cayenne	....—....	0 30—0 35
Cayenne, Jap. chillies	....—....	....—0 40
Celery seed	....—....	0 45—0 50
Celery salt	....—....	0 30—0 35
Celery pepper	....—....	0 30—0 35
Cinnamon, Batavia	....—....	0 30—0 40
Cloves, whole	....—....	0 40—0 45
Cloves, ground	0 18—0 22	0 35—0 45
Coriander seed	....—....	0 12—0 13
Cream of tartar	0 25—0 30	0 50—0 55
Curry powder	....—....	0 30—0 35
Ginger, Cochin	0 15—0 17	0 22—0 25
Ginger, Jamaica, ground	0 18—0 21	0 25—0 30
Ginger, Jamaica, whole	....	0 28—0 30
inger, African, ground	....—....	0 14—0 18
Mace	....—....	0 85—1 00
Mustard, pure	....—....	0 28—0 30
Mustard seed	....—....	0 20—0 25
Nutmegs, brown, 64s, 55c; 80s, 45c; 100s	....—....	0 35—0 40
Nutmegs, ground, bulk, 30-35c; 1 lb. tins	....—....	0 37—0 42
Pastry spice	....—....	0 25—0 30
Paprika	....—....	0 35—0 40
Peppers, black, ground	0 14—0 18	0 25—0 30
Peppers, black, whole	....—....	0 24—0 29
Peppers, white, ground	0 19—0 24	0 35—0 40
Peppers, white, whole	....—....	0 30—0 35
Pickling spice	....—....	0 18—0 23
Sage	....—....	0 45—0 50
Saltpetre (chili)	....—....	....—0 10
Thyme	....—....	....—0 26
Turmeric	....—....	0 20—0 22

RICE AND TAPIOCA.—Demand is good here, and all prices are level. This is reflection of situation in New York, where advancing primary market has forced purchases, even at high levels. Stocks were getting depleted, and high prices or not had to be replenished. Foreign rices are steady at high levels in primary market. There is some projected easiness by reason of the fact that bottoms are scheduled to arrive via San Francisco within a few days. Patnas continue to be very strong.

Rice—		
Rangoon "B," per cwt.	....	4 28
Rangoon "CC," per cwt.	....	4 15
Rangoon, fancy, per cwt.	4 38	5 58
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 09	0 10
Seed, per lb.	0 09	0 10

TEAS.—There is no cable to hand, as this is written, as to Tuesday's market in London. Presumably it is, at any rate, firm. Tea doesn't seem to have weakened much after the announcement that there was to be no British tax after all; on the other hand, the market holds up very firmly. There is some talk in London tea circles as to whether supplies coming forward will be equal to demand. Northern India and Ceylon are both behindhand, compared with last year, in their exports, and rain has been prevalent in the later district limiting the yield. There is no new feature in this market that calls for remark.

DRIED FRUITS.—Much interest is centreing just now in future prunes. These had gone down, through lack of business, to a very low basis, but they are now climbing again. Of course, it is some time before they arrive, and anything may happen. The Coast and New York alike are very bullish just now, however. Spot prunes in those centres and here, too are very firm. The underlying cause of strength is traceable to packing quarters, where the independent attitude of growers owing to close co-operation, is strengthening their hands. Prunes are in good demand on this market, particularly in the forties to sixties.

Peaches have settled down somewhat and trade is dull. Last week's activity appears to have been in the nature of a spurt. Nevertheless, even though demand is poorish, stocks are slight, and a firm undertone exists.

Apricots are cleaning up, demand being heavy, for this time of the year, and stocks slight. Price for standards is 12 to 12½, and firm. Advances are a possibility

Currants are firm, with possible complications in Greece continuing to be the reason, right down at bottom. Sellers still hold out for higher levels. New York is firm, though trading is falling off somewhat. Dates are in fair demand, package dates being a good buy at present levels.

Apples, evaporated, per lb.	....	0 10½
Apricots—		
Std., 25's, faced	0 12	0 12½
Choice, 25's, faced	0 13½	0 14
Extra choice, 25's, faced	0 14½	0 15
Fancy, 25's, faced	0 15½	0 16
Candied Peels—		
Lemon	0 17	0 18
Orange	0 17	0 18
Citron	0 22½	0 23½
Currants—		
Filiatras, per lb.	0 13½	0 14½
Amalas, choicest, per lb.	0 14½	0 15½
Patras, per lb.	0 14	0 15
Vostizzas, choice	0 14¾	0 15½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes.....	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 07½	0 09
Hallowees	....	0 07
Prunes—		
30-40s, California, 25-lb. boxes	0 13	0 13½
40-50s, 25-lb. boxes	0 10¾	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09¼	0 09½
70-80s, 50-lb. boxes	0 08½	0 08¾
80-90s, 50-lb. boxes	0 08¼	0 08½
90-100s, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 07¾	0 08
Stds., 50-lb. boxes	0 07	0 07¼
Choice, 25 lbs., faced	0 07¾	0 08
Extra choice, 25 lbs., faced	0 08	0 08½
Fancy, 25 lbs., faced	0 08¾	0 09¼
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy,m 1 lb. packets	....	0 10
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets	....	0 10
Raspberries, black, dried, 25-lb. boxes....	0 40	0 42

NUTS.—Shelled walnuts are cleaning up, and some demand has been felt this week. Price is 38 to 40, although latter level is asked most often, and gotten. Shelled almonds are somewhat easier. There is little demand. Most lines are slow and trade is apathetic to them. Pecans are getting some little business.

	Per lb.	
In Shell—		
Almonds, Tarragona	0 15¾	0 16¼
Brazils, medium, new	0 16	0 18
Brazils, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, bags 110 lbs.....	0 14	0 14¼
Peanuts, Jumbos, roasted	0 13½	0 14½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14¾	0 15½
Walnuts, Bordeaux	0 11	0 12
Wa..lnuts, Marbots	0 12½	0 13½
Shelled—		
Almonds	0 45	0 46
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 60	0 65
Walnuts, new, halves	0 32	0 40
Broken .....m.....	0 31	0 32

BEANS.—There is nothing new in the situation. Demand is good, and stocks are low. That about sums up the market. Hand picked sell freely at $4.75, with choice prime a quarter to fifty cents lower. Blue peas are a trifle lower, on demand easing up, and we quote $3.00 to $3.25. Trade is somewhat dull.

Beans, choice primes, bush.	4 25	4 50
Beans, hand-picked, bushel	....	4 75
Peas, blue, bushel	3 00	3 25
Split, lb.	0 05½	0 05¾

CANNED GOODS.—Tomatoes are cleaning up and prices look due for an advance. Wholesalers generally are not selling under $1.10, though here and there 2½c less is offered. Corn and peas are also in big demand, and stocks are getting lower and lower. Both have advanced slightly, and look due for further advances.

MONTREAL AND TORONTO PRICES

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon, Sockeye—		
1 lb. talls, cases, 4 doz., per doz.....	....	2 62½
1 lb. flats, cases 4 doz., per doz.....	....	2 72½
½ flats, cases 8 doz., per doz.....	....	1 57½
Five cases or more, 2½c doz. less than above.		
Chums, 1-lb. talls	....	0 90
Pinks, 1-lb. talls	....	1 20
Cohoes, 1-lb. talls	....	1 45
Red Springs, 1-lb. talls	....	2 00
Humpback, ½-lb. tins	....	0 50
Canned Vegetables—		
Tomatoes, 3's	1 10	1 15
Peas, standards	0 92½	0 95
Early June peas	0 97½	1 00
Extra sfted peas .....i.....	1 52½	1 55
Corn, 2's, doz.	0 92½	0 95
Fruits—		Group A
3's Apples, Standard		1 05
3's Apples, Preserved		1 20
Gals. Apples, Standard		3 60
Gals. Apples, Preserved		4 25
Gals. Blueberries (Huckleberries), Standard..		6 50
2's Cherries, Red (pitted), light syrup.....		1 50
2's Cherries, Black, pitted, heavy syrup		1 90
2's Cherries, Black, not pitted, heavy syrup.		1 55
2's Cherries, Red, pitted, heavy syrup.....		1 90
2's Cherries, Red, not pitted, heavy syrup....		1 55
Gals. Cherries, Red, pitted		8 50
Gals. Cherries, Red, not pitted		8 00
2's Blueberries (Huckleberries), Standard.....		1 55
2's Blueberries (Huckleberries), Preserved.....		1 90
2's Cherries, White, pitted, heavy syrup.....		1 90
2's Cherries, White, not pitted, heavy syrup		1 55
2's Currants, Black, heavy syrup		1 50
2's Currants, Black, Preserved		1 90
Gals. Currants, Black, Standard		6 25
Gals. Currants, Black, solid pack.....		8 25
2's Currants, Red, heavy syrup		1 60

2's Currants, Red, Preserved	1 80
Gals. Currants, Red, Standard	6 25
Gals. Currants, Red, solid pack	8 25
2's Gooseberries, heavy syrup	1 55
2's Gooseberries, Preserved	1 80
Gals. Gooseberries, Standard	7 25
Gals. Gooseberries, solid pack	8 50
2's Grapes, White, Niagara, Preserved	1 50
Gals. Grapes, White, Niagara, Standard	3 50
2's Lawtonberries (Blackberries), heavy syrup	2 00
2's Lawtonberries (Blackberries), light syrup	1 50
2's Lawtonberries, Preserved	2 25
Gals. Lawtonberries, Standard	7 00
2's Peaches, White, heavy syrup	1 50
2½'s Peaches, White, heavy syrup	1 90
3's Peaches, White, heavy syrup	2 40
1's Peaches, Yellow, heavy syrup, talls	1 25
1½'s Peaches, Yellow, flats, heavy syrup	....
2's Peaches, Yellow, heavy syrup	1 50
2½'s Peaches, Yellow, heavy syrup	1 90
3's Peaches, Yellow, heavy syrup	2 20
3's Peaches, Yellow, whole, heavy syrup	....
3's Peaches, Pie, not peeled	1 20
3's Peaches, Pie, peeled	1 75
Gals. Peaches, Pie, not peeled	3 25
Gals. Peachea, Pie, peeled	6 00
Gals. Pie Fruits, assorted (add 5%)	....
2's Pears, Bartlett, heavy syrup	1 75
2½'s Pears, Bartlett, heavy syrup	2 10
3's Pears, Bartlett, heavy syrup	2 25
2's Pears, Flemish Beauty, heavy syrup	1 75
2½'s Pears, Flemish Beauty, heavy syrup	2 10
3's Pears, Flemish Beauty, heavy syrup	2 23
2's Pears, Keiffers, heavy syrup	1 40
2½'s Pears, Keiffers, heavy syrup	1 75
3's Pears, Keiffers, heavy syrup	1 85
2's Pears, light syrup, Globe	1 20
3's Pears, light syrup, Globe	1 50
3's Pears, Pie, not peeled	1 20
3's Pears, Pie, peeled	1 50
Gals. Pears, Pie, peeled	4 00
Gals. Pears, Pie, not peeled	3 00
2's Pineapple, Sliced, heavy syrup	2 10
2's Pineapple, Shredded, heavy syrup	1 50
3's Pineapples, Whole, heavy syrup	2 10
3's Pincapple, Whole, heavy syrup	2 60
2's Pineapple, Sliced, Hygeian Brand	....
2's Plums, Damson, light syrup	1 00
3's Plums, Damson, light syrup	1 50
2's Plums, Damson, heavy syrup	1 15
3's Plums, Damson, heavy syrup	1 55
Gals. Plums, Damsou, Standard	3 00
2's Plums, Egg, heavy syrup	1 10
2½'s Plums, Egg, heavy syrup	1 40
3's Plums, Egg, heavy syrup	1 50
2's Plums, Green Gage, light syrup	1 00
2's Plums, Green Gage, heavy syrup	1 15
3's Plums, Green Gsge, light syrup	1 40
3's Plums, Green Gage, heavy syrup	1 60
Gals. Plums, Green Gage, Standard	3 50
2's Plums, Lombard, light syrup	1 00
2½'s Plums, Lombard, light syrup	1 30
3's Plums, Lombard, light syrup	1 50
2's Plums, Lombard, heavy syrup	1 10
2½'s Plums, Lombard, heavy syrup	1 30
3's Plums, Lombard, heavy syrup	1 60
Gals. Plums, Lombard, Standard	3 25
2's Raspberries, Black, heavy syrup	2 10
2's Raspberries, Black, light syrup	1 60
2's Raspberries, Black, Preserved	2 25
Gals. Raspberries, Black, Standard	7 25
Gals. Raspberries, Black, solid pack	9 50
2's Raspberries, Red, heavy syrup	2 10
2's Raspberries, Red, light syrup	1 50
2's Raspberries, Red, Preserved	2 40
Gals. Raspberries, Red, Standard	7 40
Gals. Raspberries, Red, solid pack	9 25
2's Rhubarb, Preserved	1 65
3's Rhubarb, Preserved	2 50
Gals. Rhubarb, Standard	3 50
2's Strawberries, heavy syrup	2 25
2's Strawberries, Preserved	2 40
Gals. Strawberries, Standard	7 75
Gals. Strawberries, solid pack	9 75

Manitoba Markets

Winnipeg, April 13.—Apart from decline of ¾c per lb. in corn starch, which brings the price to the retailer down to 5¾c, most important market change is a further advance at end of last week of 10c per bag in the price of sugar. This followed a further strengthening of the raw market in New York, and further advances are freely predicted. The price of sugar is getting so high, the trade are beginning to get afraid to buy. A sudden firming of the market does not to-day have the effect of bringing in a large ordering as it used to do when market was much lower. The trade seem to realize that the situation is very uncertain, that if the freight situation should improve at any moment, the market would come down, thus they are not stocking very heavily. This seems a wise policy, although at present there does not seem to be any indication of the acute freight situation being relieved.

Higher prices are predicted by packers on meat products this week on account of the high prices being paid for live hogs. Last week the market touched the $10.75 mark for live hogs, which was a record, and although there has been an easing off since, packers have been buying at these figures, and are compelled to realize by raising their quotations on meat products.

One of features of market is decline in corn starch of ¾c per lb. The price to-day to the retail trade is 5¾c. It is not known for sure why the decline took place. It may have been due to keen competition, and it is not unlikely that further market changes will take place before long, one way or the other.

There has been an advance in Canadian sardines of 25c per case. This brings the quotation now up to $4. An advance is announced on Wagstaffe's jams and marmalades, which is in order, following the advance on Scotch lines last week, and considering the high price being paid for sugar. On 4-lb. tins the advance amounts to 2c per tin.

SUGAR.—There is a firmer market for raw sugar. Canadian refiners have advanced their quotations another 10c in Western Canada, bringing price up to $8.25. The opinion prevails that market will go still higher. This, of course, all depends on raw sugar market, and whether there will be sufficient bottoms available to ease off the market. Sugar just now is a speculation, and the retail and wholesale trade apparently feel this way, as buying is not very heavy.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	8 25
Extra ground or icing, boxes	9 10
Extra ground or icing, bbls.	8 80
Powdered, boxes	8 90
Powdered, bbls.	8 70
Hard lump (100-lb. case)	9 20
Montreal yellow, bags	7 85
Sugar, Western Ontario—	
Sacks, per 100 lbs	8 20
Halves, 90 lbs., per cwt.	8 30
Bales, 20 lbs., per cwt.	8 30
Powdered, 50s	8 85
Powdered, 5s	9 10
Icing, barrels	8 85
Icing, 50s	9 05
Cut loaf, barrels	9 15
Cut loaf, 50s	9 35
Cut loaf, 25s	9 40
Sugar, British Columbia—	
Extra standard granulated	8 25
Bar sugar, bbls.	8 70
Bar sugar, boxes 50s	8 90
Icing sugar, bbls.	8 80
Icing sugar, boxes 50s	9 10
H. P. lumps, 100-lb. cases	9 20
H. P. lumps, 25-lb. boxes	9 45
Yellow, in bags	7 85

DRIED FRUITS.—There has been very little change in the past week. It will be remembered that about three weeks ago there was a decided weakening in all dried fruits, following the report that the British Government had placed an embargo on such goods. Since then, if anything there is a firmer feeling, especially on a few lines like peaches. Despite the weaker feeling in March, raisins are still very firm, and the stock in California is said to be entirely controlled. Stocks in California will just about carry the trade through until the new crop arrives. Prunes, which took a slump some weeks ago, have firmed up somewhat. As stated last week, the market on candied peels is much firmer, and prices will certainly be higher than they were last year, as no prices are being quoted at all by Old Country firms. Practically all peels for sale in this country this year will be Canadian or American, and will be much higher on account of the high price of sugar.

Dried Fruits—		
Evaporated apples, choice, 50's	....	0 11
Evaporated apples, choice, 25's	....	0 11½
Pears, choice, 25's	....	0 12⅞
Apricots, choice, 25's	....	0 13
Apricots, choice, 10's	....	0 14
Peaches—		
Choice, 25-lb. boxes	....	0 07
Choice, 10-lb. boxes	....	0 07¾
Currants—		
Filiatras, per lb.	....	0 10¾
Filiatras, fresh cleaned	....	0 11¾
1 lb. package Amalias	....	0 12
2 lb. package	....	0 24
Dates—		
Hallowee, loose, per lb.	....	0 06
Hallowee, 12-oz. pkgs.	....	0 08¼
Fard dates, 12-lb. boxes	....	1 25
Raisins, California—		
16 oz. fancy, seeded	....	0 10¾
16 oz. choice, seeded	....	0 09¾
12 oz. fancy, seeded	....	0 08¼
12 oz. choice, seeded	....	0 08⅛
Raisins, Muscatels—		
3 crown, loose, 25's	....	0 09½
3 crown, loose, 50's	....	0 08¾
Raisins, Sultanas—		
California, 50's, fancy bleached	....	0 16¾
California, 25's, fancy bleached	....	0 17
16-oz. pkgs.	....	0 17½
Raisins, Cal. Valencias—		
25-lb. boxes	....	0 09
50-lb. boxes	....	0 09⅞
Prunes—		
90 to 100, 25s	....	0 07¾
80 to 90, 25s	....	0 08
70 to 80, 25s	....	0 08¼
60 to 70, 25s	....	0 08⅞
50 to 60, 25s	....	0 09¼
40 to 50, 26s	....	0 10
Peels—		
Orange, lb.	....	0 20
Lemon, lb.	....	0 20
Citron, lb.	....	0 23½

DRIED VEGETABLES.—Quotations on beans and peas keep about the same as they have been for the past few weeks.

Beans—		
Choice, white, 3-lb. pickers, per bush.	....	4 50
Fancy, hand-picked, bushel	....	4 65
California Lima Beans—		
80-lb. sacks	....	0 07¼
Barley—		
Pot, per sack, 98 lbs.	....	3 20
Pearl, per sack, 98 lbs.	....	4 35
Peas—		
Split peas, stck, 98 lbs.	6 15	6 25
Whole peas, bushel	....	2 90
Whole peas, 1 lb. pkgs., case	....	3 30

RICE.—This market continues firm and without features. Tapioca is reported up again in the primary market about ¼c per lb. Sago is equally firm.

Rice and Tapioca—		
No. 1 Japan, per lb., 100-lb. bags	....	0 05½
No. 2 Japan, per lb., 100-lb. bags	....	0 04¾
Siam, per lb., 100-lb. bags	....	0 04¼
Patna, per lb., 100-lb. bag	....	0 06½
Carolina, per lb., 100-lb. sacks	....	0 06⅝
Sago, pearl, sacks, per lb.	....	0 07
Tapioca, pearl	....	0 08

CANNED GOODS.—There have been several representatives of Eastern canners in the city this week, who are reported to have informed the trade that they intend to pack tomatoes in No. 2½ tins instead of No. 3, as formerly. This action has been taken on account of the high cost of packing, and the desire to keep the selling price to the consumer at present prices. Tomatoes, however, weight for weight, are much higher. There is no doubt about it, the canned goods market is much firmer, and representatives of the canners speak of acute

labor conditions, which are going to have an effect on prices. It looks as though, under these conditions, that canned goods at present prices should be a good buy. It is pointed out that fruits, especially, will be higher on account of high price of sugar.

BRITISH COLUMBIA MARKETS

By Wire.

Vancouver, April 12.—Fresh strawberries are promised by the wholesalers this week. A shipment is on its way from Louisiana, but the price will be away up. Eggs, butter and provisions are steady, although an advance is predicted in the price of the former. Mushrooms are quoted at 75c a pound. Green stuffs are plentiful, shipments coming in steadily. New Zealand butter is worth 40c: hams, medium, 22c; picnic, 13½c; bacon, 23½c.

Produce and Provisions—		
Butter, creamery, per lb.	0 32½	0 37½
Butter, New Zealand, lb.	....	0 40
Cheese, per lb., large, 20½c; twins	....	0 21
Cheese, Stilton, lb.	....	0 23¼
Eggs, local, fresh	....	0 28
Grapefruit, Florida, case	....	7 00
Lard, 3's, per case	....	8 55
Lard, 5's, per case	....	8 45
Lard, 10's, case	....	8 40
Lard, 20's, each	....	10 90
General—		
Almonds, shelled, lb.	....	0 42½
Beans, Lyton, per lb.	....	0 06½
Cream of tartar, lb.	....	0 55
Beans, Lytton	....	0 06¾
Figs, 12-10 oz. pkgs., per box	....	0 90
Figs, 50-60 oz. pkgs., per pkg.	....	2 25
Cocoanut, lb.	....	0 18½
Cornmeal, bail	....	3 00
Flour, best patents, per bbl.	....	7 10
Grapefruit, Florida, case	....	6 00
Honey, Idaho, 24 lbs.	....	4 50
Lemons, box	....	4 75
Mushrooms, lb	....	0 75
Potatoes, Ashcrofts, per ton	30 00	35 00
Potatoes, local, ton	....	20 00
Rolled oats, bail of 80 lbs.	....	2 80
Onions, Oregon, cwt.	....	1 50
Oranges, new, navel, box	2 40	3 40
Rice, 50's, sack	....	1 90
Sugar, standard gran., per cwt.	....	8 25
Sugar, yellow, per cwt.	....	7 00
Walnuts, shelled, lb.	....	0 45
Walnuts, Manchurian, lb.	0 14	0 16
Jams, glass jars, doz.	....	2 25
Jams, 4-lb. tins, doz.	....	7 50
Canned Goods—		
Apples, gals., 6-case	....	1 62
Beans, 2's	....	2 10
Corn, standard, per 2 doz. case	....	2 15
Peas, standard, per 2 doz. case	....	2 10
Plums, Lombard, 2's, case	....	1 90
Peaches, 2½'s, case	....	4 00
Strawberries and raspberries, 2's, case	....	4 50
Tomatoes, standard, per doz., case	....	2 30
Salmon—		
Sockeye, 1's, 4 doz. case	....	9 00
Sockeye, ½'s, 8 doz. case	....	10 75
Pinks, 1's, 4 doz case	....	4 00
Dried Fruits—		
Apricots, per lb., 11c; Apples, lb.	....	0 12
Prunes, 70-80, 25's, lb.	....	0 08
Currants, per lb.	....	0 12
Raisins, seeded, lb.	....	0 09½
Peaches, per lb.	....	0 06½
White figs, per lb.	....	0 07½

ALBERTA MARKETS (EDMONTON)

By Wire.

Edmonton, April 12.—Edmonton business in country is quiet; farmers cannot get cars for shipment of grain. City trade is brisk. No change in sugar since April 6th. Tapioca, owing to difficulty of ocean tonnage, an advance is registered of a cent a pound. Crisco advanced 75c a case. All lines of laundry soaps are difficult to obtain. Royal coffee advanced. Spices firm.

General—		
Beans, Japan, lb.	0 08	0 10
Bran, ton	....	20 00
Coffee, whole roasted, Rio	0 18	0 19
Potatoes, per bush.	0 55	0 65
Rolled oats, 20's, 70c; 40's	....	1 35
Rolled oats(bail, $3.05; 80's	....	2 45
Flour, fancy patents, 98-lb. sack	....	3 35
Flour, seconds	....	3 05
Rice, Siam, per cwt.	....	4 15
Shorts, per ton	....	22 00
Sugar, standard gran., per cwt.	....	8 55
Sugar, yellow, per cwt.	....	8 15
Walnuts, shelled, lb.	....	0 38
Produce and Provisions—		
Cheese, lb.	....	0 21
Bacon, lb., 20c; bellies, lb.	....	0 22
Butter, creamery, per lb.	....	0 38
Butter, dairy, No. 1, 32c; No. 2	....	0 20
Eggs, extra, per doz.	....	0 23
Eggs, No. 1	....	0 22
Eggs, No. 2	....	0 20
Lard, lb., pure	....	0 16
Canned Goods—		
Corn, standard, per two dozen	....	2 25
Peas, standard, 2 dozen	....	2 30
Plums Lombard	....	2 25
Peaches	....	3 55
Strawberries, $4.45; Raspberries	....	4 00
Toatoes, standard, per 2 doz.	....	2 85
Salmon, sockeye, 4 doz. talls, case, ls	....	9 65
Salmon, pinks, case	....	4 14
Cohoes, 1's, $5.80; humpbacks, 1's	....	4 35
Lobster	....	2 35
Dried Fruits—		
Currants, per lb.	....	0 13½
Prunes, 70-80, 25's, lb.	....	0 09¼
Evaporated apples, 50's, lb., 10½c; 25's, 10½c; 35's	....	0 12

ALBERTA MARKETS (CALGARY)

By Wire.

Calgary, April 12.—Flour is up 15c a sack. Sugar is up 10c. White beans now quoted at 8c. Sago and tapioca, 8c. Evaporated peaches and pears and apricots are easy. Figs are firm; prunes easier in primary market. Slight reduction in price of cornstarch. Some brands of canned soups are up 15c a case. Higher prices on pork and beans expected. A carload of strawberries is due here Friday, priced $4 to $4.25 a crate. Onions are now $25 a ton.

General—		
Beans, small white Japan, lb.	....	0 08
Flour, No. 1 patent, 98's	3 40	3 55
Molasses, extra fancy, gal.	....	0 75
Rolled oats, bail	....	2 85
Rolled oats, 80s	....	2 65
Rice, Siam, cwt.	4 50	4 75
Potatoes, local, per bush.	0 60	0 75
Sago and tapioca, lb.	....	0 08
Sugar, pure cane, granulated, cwt.	....	8 85
Shelled walnuts, finest halves, lb.	....	0 49
Shelled walnuts, broken, lb.	....	0 30
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 19	0 22
Butter, creamery, lb.	....	0 35
Butter, No 1, dairy, lb.	....	0 25
Lard, pure, 5s, per case	....	9 85
Bacon, smoked backs, per lb.	....	0 23
Bacon, smoked bellies, per lb.	....	0 24
Lard, pure, 3s, per case	....	9 90
Canned Goods—		
Tomatoes, 3s, standard, case	....	3 00
Corn, 2s, standard, case	....	2 35
Peas, 2s, standard, case	....	2 45
Tomatoes, gals., case	....	2 25
Apples, gals., Ontario, case	....	1 75
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Salmon, finest sockeye, tails, 48x1s, cs.	....	10 00
Salmon, pink, tails, 48x1s, per case	....	4 50
Lobster, ½s, per doz.	....	3 00
Dried Fruits—		
Currants, lb.	....	0 13
Evaporated apples, 50s, per lb.	0 11	0 11½
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 13
Pears, choice, 25s, per lb.	....	0 14
Prunes, 90-100	....	0 07
Sultana raisins, Cal., extra fancy	....	0 15
Valencia raisins, Cal., lb.	....	0 10
Fruits and Vegetables—		
Apples, No. 1, box	2 00	2 25
Apples, cooking, box	1 75	2 00
Bananas, lb.	....	0 05
Grapefruit, Florida, case	4 75	5 00
Oranges, navels, case	3 75	4 25
Onions, B.C., ton	....	25 00
Lemons, case	4 50	5 00
Strawberries, Louisiana, 24 pts.	4 00	4 25

SASKATCHEWAN MARKETS

By Wire.

Regina, Sask., April 12.—Flour advanced 10c. Sugar up 10c on April 6th. Crisco advanced 75c a case. Cucumbers are worth $2 dozen. Fancy tomatoes in 6-basket crate from Florida are worth $5. Rhubarb, 40-lb. and a crate is worth $3. Local markets show activity.

Produce and Provisions—		
Butter, creamery, per lb.	....	0 33
Butter, dairy, No. 1	....	0 28
Cheese, per lb.	....	0 21¼
Eggs, new laid	....	0 19
Lard,)'s, per case	9 90	9 95
Lard, 6's, per case	9 85	10 00
Lard, 10's, per case	....	9 80
Lard, 20's, per case	....	3 25
General—		
Beans, Ontario, white, per bush.	....	4 50
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	0 50	0 50
Cocoanut, lb.	....	0 23
Cornmeal, bail	....	2 80
Flour, 98's	....	3 35
Rolled oats, 80's	....	2 45
Rice, per cwt.	....	4 35
Onions, B.C., 100 lbs.	....	3 00
Sugar, standard gran., per cwt.	....	8 64
Sugar, yellow, per cwt.	....	7 84
Tapioca and sago, lb.	....	0 09½
Walnuts, shelled, 47-49c; almonds	0 45	0 47
Canned Goods—		
Apples, gals., case	....	1 80
Beans	....	2 25
Corn, standard, per 2 dozen	....	2 23
Peas, standard, per 2 dozen	....	2 40
Plums, Lombard	....	2 10
Peaches	....	3 10
Raspberries, $4.33; Strawberries	....	4 73
Tomatoes, standard, per case	....	2 60
Salmon—		
Sockeye, 1's, 4 dozen case	....	9 65
Sockeye, ½'s	....	12 35
Cohoes, 1's	....	6 00
Humpbacks, 1's	....	4 60
Fruits and Vegetables—		
Apples, Washington, bbl.	1 75	2 25
Celery	....	0 06½
Cranberries, per bbl.	....	10 50
Grapefruit, case	4 00	4 50
Lemons	....	5 50
Navels	4 00	4 75
Potatoes, bushel, B.C.	....	1 15
Rhubarb, lb.	....	0 40
Cucumbers, doz.	....	2 00
Tomatoes, Florida, 6-basket crate	....	5 00
Dried Fruits—		
Apricots, per lb.	....	0 12
Citron peel, lb.	....	0 24
Lemon peel, lb.	....	0 17
Orange peel, lb.	....	0 17½

NEW BRUNSWICK MARKETS

By Wire.

St. John, April 12.—Several commodities touched new levels this week. Pure lard is at record prices of 16¼c to 16½c, with compound at 14c to 14¼c. Molasses is quoted at unprecedented prices of 54c and 55c, due to scarcity, and the fact that the only supply is controlled by one or two dealers. Schooners secured and now loading in West Indies promise relief at last, and future sales for delivery on arrival are being made at 48c to 50c. Sugar, already higher than in memory of dealers, again advanced, and further rises are confidently expected. Latest increase is 10c in all grades except Paris lumps, which is now $8.60 and $8.75. Ordinary cornmeal advanced to $1.85. Reduction in eggs, although still high at 25c to 26c. Florida oranges are about through and going off market. With exhaustion, fresh stock of dried fruits is becoming more important feature. Quoted evaporated apples, 9c to 9½c. Evaporated peaches are 8c: apricots, 14c; prunes, 8½c to 12c; seeded raisins, 10½c to 11c.

Owing to heavy shipments to the Old Country, many varieties of canned goods have been advanced in price during the last few days. Five cents per case has been added to the price of canned fruits and vegetables, and canned salmon has jumped 25c all around.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	2 90	3 35
Pork, American clear, per bbl.	29 75	30 50
Butter, dairy, per lb.	0 27	0 30
Butter, creamery, per lb.	0 32	0 34
Eggs, new laids	0 25	0 26
Eggs, case, per doz.	0 29	0 30

Eggs, case, per doz.	0 29	0 30
Lard, compound, per lb.	0 14	0 14¼
Cheese	0 19	0 19½
Flour and Cereals—		
Cornmeal, gran.	....	6 35
Cornmeal, ordinary	....	1 85
Flour, Manitoba, per bbl.	....	7 35
Flour, Ontario	....	7 05
Flour, buckwheat, western, 98-lb. bag	....	3 50
Rolled oats, per bbl.	....	6 25
Fresh Fruits and Vegetables—		
Apples, bbl.	4 00	6 00
Lemons, Messina, box	3 50	4 00
Lemons, Cal., box	5 00	6 00
Oranges, Cal., case	4 00	4 50
Oranges, Florida, case	3 25	4 50
Potatoes, bbls.	....	3 50
Sugar—		
Standard granulated	7 60	7 65
United Empire	7 50	7 55
Bright yellow	7 40	7 45
No. 1 yellow	7 20	7 25
Paris lumps	8 60	8 75
Beans, white, per bush.	4 00	4 50
Canned pork and beans, per case	3 00	3 40
Molasses, Barbadoes, gal	0 54	0 55
Cream of tartar, per lb., bulk	0 48	0 50
Currants	0 12½	0 13½
Rice, per cwt.	5 75	6 00

FOODS AND THEIR VALUE

By Lawrence J. Henderson, Harvard University

OUR foods are varied, our foodstuffs are few and unvarying. The more our diet changes, the more it is the same thing. Together with water and small amounts of certain other substances, economically negligible, we eat, as we always have eaten and always shall eat, fats, carbohydrates, and proteins. These three classes of chemical substances (butter, starch and egg-white may stand for them) we must buy and pay for, first to run the machinery of our heart and muscles, and all the rest of the body, and to warm it, as fuel in short, and then to make repairs where parts are worn out from use or disease.

	Protein %	Fat %	Carbohydrate %	Fuel value per lb. calories
Roast beef	21.6	27.2	....	1,410
Milk	3.2	3.8	5.0	310
Butter	1.0	80.8	....	3,410
Wheat flour	10.3	1.4	71.7	1,640
Entire wh't flour	10.7	1.7	70.9	1,645
Rye flour	5.3	.8	76.9	1,610
Rice	6.5	.3	76.9	1,610
Oatmeal	13.4	6.6	65.2	1,795
Soda biscuit	7.2	12.3	51.8	1,655
Corn meal	7.5	1.7	73.5	1,625
Bread	7.1	1.2	52.3	1,195
Dried peas	17.3	.9	62.5	1,508
Potatoes	1.7	.1	17.7	370

Within each class of foodstuffs the different substances are much alike and of almost exactly equal value. The different classes of foodstuffs are of unequal value, protein and fat being more expensive than carbohydrate. All the fats, whether from meat, milk or the ripe olive, are mixtures of a few things in varying amounts. So far as we know, one is about as good as another. The carbohydrates, whether starch or sugar or glucose, are all turned into glucose in the body, and are equal in value. Only the proteins manifest important differences among themselves. The proteins of our own bodies are more like the proteins of beef than of plants. Accordingly there is reason to believe that a pound of beef protein will perhaps go somewhat further than a pound of vegetable protein, though certainly not so far as to offset the great difference in cost.

The human race has selected its diet without the help of science, and on the whole it may be supposed that our average normal diet has been well chosen. Certain it is that for rigid economy one can hardly do better that the bread, macaroni, oil and cheese of the Italian peasant, or than the pork, beans and brown bread of New England. For the present, at all events, science is imperfectly qualified to criticize the results of the natural selection of food for a normal man, leading a normal life. Still less is any unscientific fad likely to guide him wisely in the choice of a diet.

Such a man, weighing about 155 lbs., and doing moderate physical work, will probably consume daily about four or five ounces of protein, two to five ounces of fat, and not far from a pound of carbohydrate. All of these qualities will vary with his habits of eating, his weight, and his work. If well to do, he will eat more fat and less carbohydrate. Fat and carbohydrate he will use as fuel to run the machine, according to physical laws which are not different from those that govern the fuel of an Atlantic liner. The protein will also be available to repair his body, a mechanism which is built mainly of protein. All of these substances are valuable precisely in proportion to their weight.

Factors in Increased Price of Brushes

Difficulty Experienced by Manufacturers in Getting Pigs' Bristles from China and Russia Through Freight Situation—Trouble in Mexico Has Curtailed Export of Fibres Used in Other Brushes.

BRUSHES of all kinds have increased considerably in price during the past two years. A number of forces have been at work to cause the upward trend in the prices. In the first place there has been an increased demand through the large number of brushes used to equip the soldiers in the field. Fibres which entered largely into the manufacture of certain classes of brushes came from Mexico. With the troublesome times in that country it has been difficult to get this raw material.

Then again there are the bristles used largely in the manufacture of paint brushes which have advanced in price. There has been an increase in the price of paint brushes from 10 to 25 per cent. to the retailer and jobber. The bristles used in these brushes are secured principally in China and Russia. The particular kind of hog on which they are found seems to thrive better in those countries. The hog in China and Russia approximates more nearly to the wild species. Bristles which grow on the back of the native hogs of Canada are neither stiff enough or long enough to be of service for the manufacture of paint brushes. In certain parts of the United States there are razor-back hogs whose fur along their upper ridge is suitable for this purpose. For the most part the bristles which are used in Canada come from China and Russia.

There has been considerable difficulty in getting the shipments through after they reach England. Even before they reach the old land they have to run the gauntlet of the submarine. Some cargoes of bristles have been sent to the bottom through these agencies, and this has caused a certain scarcity and increased the price to the manufacturer. Then again the higher freight rates and the increased cost of marine insurance have also been determining factors entering into an increased price.

There are four or five large manufacturers of brushes in Canada. These have been kept busy during recent months. An evidence of the trend of the brush industry is to be seen by the establishment recently in Canada of the first factory for the manufacture of brush-making machines. The woods used in the manufacture of these articles are birch, elm and maple. Here again there has been an increase in the price of lumber which has in turn affected the price of brushes.

Except for the factors already named there would seem to be no features on the horizon likely to loom up to cause a further increase in the price of brushes.

One of the other lines usually manufactured by brush makers is the ordinary broom—of sacred memory to all housewives. In this article there has been an increase in price to the retailers varying from 25 per cent. to 50 per cent. War conditions have not been at work in this case, but the elements have. Most of the broom corn consumed in Canada comes from the corn-growing sections of the United States—Illinois, Indiana, Kansas, Nebraska. (A special kind of corn is grown for this purpose.) Owing to the poor growing conditions in those States last year there was a shortage of the crop. This operated to send the price of the raw material upward.

D. J. Scott, of Fingal, Ont., fell from a roof recently and broke his leg.

H. R. Lucas, grocer, Kew Beach, Toronto, is just recovering from an operation made necessary by a fall sustained over a year ago.



THROUGH OTHER SPECTACLES



PLEA FOR THE HOME TOWN MERCHANT

From St. Marys Journal

EARN $35 WEEKLY—SELLING GROCeries by mail. Complete mail order outfit furnished free to those showing results. No experience required. Independent Grocery Co., Windsor, Ont.

The above ad. is clipped from last week's issue of the St. Mary's Argus. For the past two years or more that advertisement has been sent to The Journal every few months with the money enclosed and it has been just as regularly refused a place in the columns of this paper as some of our grocers can testify and the money returned on the grounds that the people of this town should buy from the grocers who help to keep up the town by paying rent and taxes and not from outside "skins" of whom they have no knowledge. There is not a town of its size in Western Ontario with finer grocery stores or more capable and reliable grocers than the town of St. Marys, and the man who lives in the town and buys his groceries by mail from an outside town should be disfranchised. There is one sure thing, he will not do it through the medium of The Journal.

But this is not all. Not only is the merchant to be protected but the man on the side street as well. Is there no danger for him in buying from "he don't know who" just because his neighbor's son or daughter having answered the ad. above is out selling teas and sugar. Just take this very ad. Who are the "Independent Grocery Co.," of Windsor, Ont.? Ask your grocer, he will tell you. This is one of the two firms in Windsor who have been debarred the use of the mails by the Dominion Government. The Canadian Official Postal Guide for March announced that "Fraud orders" had been issued against them and that "letters are not to be forwarded to their address and money orders or postal notes are not to be made payable to them." The other firm of like repute is The Co-Operative Union, of Windsor.

That excellent trade paper, the Canadian Grocer, which is to be found on every live grocer's desk, contained a two page article in its issue of March 24th showing up these firms. In the course of that article is published the following letter to the Grocer:

Then follows letter which our readers have already seen in article referred to.

STRANGERS' CHEQUES

The Sterling Bank Teller

It would seem unneeessary to remind bank managers and accountants of the risk taken in cashing cheques for strangers. In spite, however, of many warnings, we hear of instances where strangers are still able to get cheques cashed at banks where they are unknown. It is true that in most instances the holder of the cheque has been identified to the bank, and yet occasionally there is a loss to the manager who accepted the identification, and it is this occasional loss which makes the risk in cashing cheques under such conditions "not worth while." To be absolutely on the safe side, mere identification and nothing else is really not sufficient if losses are to be avoided.

A short time ago a specific case occurred where a woman, whom we shall call Mrs. Smith, called at a branch and asked the manager to cash a cheque drawn on Toronto. The request was at first refused. The woman then offered identification. The manager telephoned to the parties to whom he was referred and they gave him such information as satisfied him and he cashed the cheque. Two weeks after the cheque had been cashed it was returned to the office, as the endorsement was forged.

The cashing branch was, therefore, responsible for the amount. The case is somewhat peculiar, as the person cashing the cheque was in fact Mrs. Smith, and she lived at the address to which the cheque was mailed, but the drawers of the cheque made a mistake in mailing it to the wrong address and, by this means it got into the hands of a dishonest person, and the bank cashing it was the loser.

The circumstances surrounding this case make it appear to be an unfortunate hardship on the branch which cashed this item, but it upholds the principle that identification is really not good enough unless the person identifying endorses the cheque and thus gives security for the amount.

A bank cannot afford to take risks for even moderate amounts, for the small amount of exchange they receive for cashing cheques of this kind.

Exchange does not cover the risk of forgeries. Consequently, if any stranger should wish to have a cheque cashed, or if any customer or other person known to you wishes you to cash a cheque for someone that they introduce, then they should guarantee the payment of the cheque by their own endorsement.

"Safety First" is the only motto for this business.

600,000,000 CANS OF BEEF STEW

From New England Grocer and Tradesman

The contract with the British Government to deliver 600,000,000 one pound cans of beef stew, referred to in our Maine department of this issue, is one of the most stupendous orders for a single product in the food line, we believe, on record. The magnitude of this contract of the filling of an order for 600,000,000 cans almost surpasses the power of imagination. The human mind fails to grasp the significance of 600,000,000. The contract price for supplying 600,000,000 one pound cans of beef stew is $91,000,000.

Of course, no single concern could supply anything like 600,000,000 cans of beef stew in anything like the time required for any purpose, even a prolonged war; so it is necessary to form a corporation for the purpose of handling this contract. This corporation is not capitalized; it is, rather, a co-operative agreement among the great packing houses to join in filling this order.

This is the most notable tribute ever paid, we think, to the canning industry and to the excellence of canned foods. Beef stew, from cans, is a delicious and appetizing food; it is good and wholesome, and as appetizing as many other soups, oxtail, for example, one of the richest and most appetizing foods put into cans. The problem of feeding the millions of men engaged in the great European struggle is a different proposition from supplying rations to the soldiers in an incipient war, and foods in concentrated form, such as we have so many of to-day, simplifies the process enormously. We cannot speak with absolute accuracy, of course, or we would say how much raw material, unmanufactured, it would take to equal the concentrated food value in a can of soup or stew.

Canned foods are practically imperishable; they withstand climatic conditions and changes of temperature; they are easy to transport; they are, in fact, multum in parvo. It is a splendid tribute to American packing houses, that they should be invited to join in furnishing this war order. Only concerns of the most unblemishable reputation and integrity could be admitted to such an underwriting combination, for there must not be a shadow of doubt as to the quality of the food, for nothing is more vitally important than the health of the soldiers on the firing line.

GETIING NEW IDEAS

(From the Modern Grocer.)

"Ten years from now," says one business analyst, "you will be conducting your business on a new plan. And yet that very plan is even now floating around in the mental atmosphere over our head, waiting for you to reach out and pull it in. Some day the art of getting new ideas and plans will be recognized as a definite mental process which can be studied and mastered as confidently as dancing or playing golf."

Think back ten years. Are you conducting your business in a manner different from that of a decade ago?

Why not anticipate those new requirements as much as possible?

There are some prominent successes attributable to that kind of foresight.

LOTTERIES

(From Retail Grocers' Review, Vancouver.)

The retail grocers and merchants in other lines in Vancouver have suffered considerable loss of business during the past few weeks as a result of the automobile lotterics conducted by certain stores. It is known for a fact that a number of customers who have been giving their business to the extent of from $20 to $50 a month to retail grocers in the outer districts of Vancouver, transferred it to the down-town stores in order to participate in the lottery.

Early in February the Vancouver Retail Grocers' Association drew the attention of the chief of police to the manner in which these business-getting schemes were being conducted and suggested that they came under the Lotteries Act. The police took the matter up immediately and gave notice to the offending stores that unless the lotteries were closed up by February 19th allowing them about two weeks—prosecutions would immediately follow.

It is understood that at least one of the stores adopted an attitude of open defiance. Whether or not they were justified from a legal point of view remains yet to be seen, for although they refused to discontinue the lottery system of advertising in the time specified and were prosecuted accordingly, the case has not yet been heard. In the meantime the stores in question decided to close the lotteries on March 25th. The smaller merchants, and some of the larger, have lost many of their legitimate customers by what would appear to be illegal competition, and there can be no doubt but what many merchants in the surrounding municipalities and the interior cities have suffered also.

It was stated that in view of the fact that similar schemes had been allowed in the past, leniency should be allowed in these cases. That is all very well and sounds reasonable and fair and might go down with a large section of the public who do not as a rule see the inside workings of these things. In this case a hardship was being worked upon other retail merchants, and it seems a pity that the processes of the law are such as to allow things of this nature to be delayed from time to time without some action being taken more quickly in order to decide whether or not the other merchants might conduct similar schemes in order to retain their customers.



FRUIT AND VEGETABLES



Delawares Slightly Higher in Toronto

Advance in Price Marks Scarcity of Good Quality—New Cabbage Easier and More Plentiful—Mediterranean Sweet Oranges Selling—Scarcity of Good Quality Apples

MONTREAL

FRUITS.—On account of unfavorable weather market conditions are unchanged in ruling features and the few price changes are of no great size. Receipts and sales have been retarded owing to lateness of season and condition of country roads and approach of Easter, after which date a livlier trade is anticipated. Grape fruit is in better demand, has firmed up and is selling 25c per box more than last week. Louisiana strawberries are arriving in carload lots and are selling at from 10c to 13c per box. The apple market is unchanged with choice fruit scarce and the common grade plentiful and holdings largely consisting of Ben Davis and Spies. There is a firm undertone to this line. Lemons remain firm and unchanged with California's $2.75 a box, and Messinas from $2.50 to $3 a box. Oranges remain unchanged in price and steadily firm.

Apples—		
Spys		7 00
Ben Davis, No. 1		4 00
Ben Davis, No. 2		3 50
Russets, No. 1		6 00
Russets, No. 2		5 00
Greenings		4 50
Baldwins	4 00	4 25
Bananas, bunches	2 00	2 25
Cranberries, Cape Cod, bbl.	12 00	12 60
Grapefruit, 46-54-64-80-96	3 00	3 50
Lemons—		
California		2 75
Verdellis		2 75
Messina, 300 size, box	2 50	3 00
Oranges—		
Navels	3 50	4 00
Jamaica, 196-200-216		2 50
Porto Rico, 126-150-250-288		2 50
Pineapples, 18-24 and 30-36		6 00
Strawberries, Florida, box	0 40	0 45
Strawberries, Louisana	0 10	0 13

VEGETABLES. — General business continues fair with added firmness in some lines under stimulation of the Easter demand and a scarcity of supplies, although in the case of some lines which have been affected by incoming shipment declines have occurred.

Tomatoes are 25c a six-basket crate higher and are now offered at $2.75 to $3.50 per crate, and they are very firm with indication of a further raise before the week is out and constitute the great feature of the market this week. The arrival of two cars of new cabbage has caused a decline of 50c, and they are now offered at $3. Onions continue firm and scarce for good ones. Some silver onions have been received on the market for the first time this season and are offered in crates at $2.50 per 50-lb. crate. Shalots are offered at 60c a doz. Boston lettuce is up 35c a box, and is now offered at $2.75, because the New York market is absorbing all available supplies in that line and firming up lettuce generally in all quarters. Beans have reflected the condition of the New York market by doubling in price so that they are now offered at $8 per basket. This change is caused by the great scarcity and is regarded as only temporary in nature.

Rhubarb is scarce and firm and cucumbers show added firmness.

Artichokes, bag		1 50
Beets, bag		1 50
Beans, wax, N.Y., per basket		8 00
Beans, green, N.Y., per basket		4 00
Brussel sprouts, qt.		0 23
Cabbage, Montreal, per bbl.		1 75
Cabbage, red, doz.		0 40
Cabbage, new		3 00
Carrots, bag	0 50	0 75
Cauliflower, crate, single, doz. bunches		3 50
Cauliflower, Canadian, doz.	1 00	1 50
Celery, Florida		3 25
Cucumbers, fancy, Boston, doz.	1 75	2 00
Egg plant, N.Y., doz.		1 75
Endive Can., per lb.		0 25
Garlic		0 30
Horse radish, per lb.		0 15
Leeks, bunch	0 25	0 30
Head lettuce, Boston, box		2 75
Curly lettuce, box, 4 doz.		2 40
Mint, doz.		0 60
Mushrooms, 4-lb. basket	2 00	2 50
Oyster plant, doz.		0 50
Onions—		
Montreal, 100 lbs., bag		3 75
Spanish, crate		6 50
Silver, per 50 lb crate		2 50
Parsnips, bag		1 50
Parsley, Bermuda		1 00
Parsley, Montreal, per doz.		0 50
Potatoes—		
Montreal, 80 lbs., bag		1 75
New Brunswick, 90 lbs., bag		2 00
Green Mt.		2 00
Sweet, bamper.	1 75	2 00
Radishes, per doz.		0 50
Rhubarb, per doz.		1 25
Spinach, New York, bbl.		3 50
Shalots, per doz.		0 60
Turnips, bag		1 00
Turnips, bag, Quebec		1 25
Tomatoes, hothouse, lb.	0 30	0 35
Tomatoes, Florida, 6 basket crate	2 50	3 25
Watercress, Boston hothouse, doz.		0 75
Watercress, Canadian, doz.		0 40

TORONTO

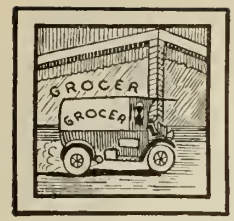
FRUITS.—Strawberries which get most trade now are from Louisiana. These are cheaper than Floridas and certainly are getting majority of orders. Navels show a slightly wider range, small sizes selling even as low, here and there, as $2.75, though large sizes fetch $4.00. Dates fetch eight cents per box of one pound. Apples begin to show deterioration in quality, good stuff getting much scarcer, and, of course, fetching more. Great part of what is left is second grade stuff. Mediterranean sweet oranges are apparently a good buy right now at $3 and $3.25. General market tone is not strong, demand being only fair. Hotel and restaurant trade is good, however.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	6 00
Apples, Spies, bbl.	4 00	7 00
Apples, Baldwins, bbl., No. 1	3 00	5 00
Apples, Greenings, bbl.	3 00	5 00
Apples, Russets, bbl.	3 00	4 50
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 00	2 75
Bananas, per bunch	2 00	2 75
Cranberries, bbl.		12 50
Dates, lb. box		0 08
Grapefruit—		
Florida, case	3 80	4 00
Cuban, case	3 00	3 50
Oranges—		
Navels	3 00	4 00
Mediterranean sweets	3 00	3 25
Kings, case	5 75	6 00
Lemons, new, California, box	3 00	3 25
Lemons, new, Messina, box	2 75	3 25
Limes, per 100		1 50
Pineapples, Florida	5 50	6 00
Strawberries, Florida	0 40	0 45

VEGETABLES.—Cars of Florida celery continue to come forward, price being somewhat lower than heretofore. Delaware potatoes are higher. A car came in this week and fetched $2 to $2.05, which is a nickel advance. Good quality stuff is none too plentiful. Florida tomatoes are coming in apace. They are of exceptionally fine quality, and are eagerly snapped up. Price is $3.25 to $3.50 per 6-basket crate. Peppers now sell by the basket at 60 and 65 cents. They are in fair demand. New cabbage is slightly easier in price selling at $3.25 a case. The old cabbage sold at $1.50 to $1.75 a case. There is a scarcity of head lettuce on the market and price is quite firm. The state of country roads is hampering deliveries of domestic stuff to some extent, but as Easter approaches demand assumes bigger proportions.

Asparagus, doz.	5 50	6 00
Cabbage, new, case	3 00	3 50
Beets, Canadian, bag	0 60	0 65
Carrots, bag	1 10	1 25
Cauliflower, case	3 00	3 25
Celery, Florida, case	2 75	3 00
Cucumbers—		
Hothouse, doz.	2 00	2 25
Onions—		
Choice, Canadian	2 00	2 25
Amercian, 100-lb. bag	2 75	3 00
Spanish, small case	1 75	2 00
Green, doz., bunches	0 10	0 20
Lettuce, leaf, doz.	0 25	0 35
Lettuce head, bamper	2 75	3 00
Mushrooms, imported, 6 qt.	2 25	2 75
Parsnips, bag	0 75	0 90

(Continued on page 40.)



PRODUCE AND PROVISIONS



Hogs High: Maple Syrup Getting Cheaper

Firmness Through Hog Products; Many Advances—Ticklish Situation in Cheese—Bad Roads and Weather Hold Eggs Back—Butter Firm; Creamery Slow in Coming

MONTREAL

PROVISIONS.—Prices remain unchanged from last week, although a firmer undertone is apparent in market, due to the gradual and steady advances in prices for live hogs, which are being reflected in a high market on all classes of pork products. Lard shows even greater firmness and is very scarce. Advices from outside sources have increased strong feeling in market. Smoked meats show an advancing tendency, with an active trade going and local demand vying with export for available supplies.

Hams—		
Small, per lb.	....	0 21
Medium, per lb.	0 20	0 21
Large, per lb.	....	0 19
Backs—		
Plain, bone in	....	0 24
Boneless	....	0 29
Peameal	....	0 29
Bacon—		
Breakfast, per lb.	....	0 24
Roll	....	0 17
Shoulders, bone in	....	0 15
Shoulders, boneless	....	0 16
Cooked Meats—		
Hams, boiled, per lb.	....	0 32
Hams, roast, per lb.	....	0 35
Shoulders, boiled	0 26	0 27
Shoulders, roasted	....	0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—	Per bbl.	
Heavy short cut mess	....	27 00
Heavy short cut clear	....	27 50
Clear fat backs	....	30 00
Clear pork	....	28 00
Lard, Pure—		
Tierces, 350 lbs. net	....	0 15
Tubs, 50 lbs. net	....	0 15¼
Tins, 50 lbs. net	....	0 15¼
Pails, wood, 20 lbs. net	....	15½
Pails, tin, 20 lbs. gross	....	0 15
Cases, 10 lb. tins, 60 in case	....	0 15¾
Cases, 3 and 5-lb. tins, 60 in case	....	0 16¾
Bricks, 1 lb., each	....	0 17¼
Lard, Compound—		
Tierces, 375 lbs. net	....	0 13¾
Tubs, 50 lbs. net	....	0 14
Tins, 50 lbs. net	....	0 14
Pails, wood, 20 lbs., net	....	0 14¼
Pails, tin, 20 lbs. net	....	0 14¼
Cases, 10-lb. tins, 60 in case	....	0 15¼
Cases, 3 and 5-lb. tins, 60 in case	....	0 15
Bricks, 1 lb. each	....	0 16
Hogs—		
Dressed, abattoir killed	....	0 14½

BUTTER.—Aside from greater firmness in new made which has reversed the positions of old and new-made butter there are no changes of importance to record from last week. Market has ruled steady and larger stocks than expected tend to maintain prices, although firmness is feature of market. A considerable quantity of fresh made creamery is arriving, but it is expected that several weeks will elapse before it will be plentiful enough to supply trade and outside inquiries indicate such conditions to be general. During the last week a Philadelphia buyer paid from 33c to 33½c for fresh creamery in this market. Receipts show an increase over preceeding week as well as a corresponding period of last year. At the Cowansville meeting of the Eastern Township Dairy Men's Exchange, the offerings exceeded those of last year by 50 per cent. Export business is quiet.

Butter—		
Finest creamery, September make	....	0 34
Finest creamery, fresh made	....	0 35
Dairy prints	....	0 30
Dairy, solids	....	0 30
Separator prints	....	0 30
Bakers	....	0 26

EGGS.—Market remains unchanged in price and other principal features. The delivery of eggs the latter part of last week and early in this week was very heavy, but consumption has kept up with arrivals so that there is very little surplus on hand at present. Country buying prices is 21c to store for free cases. Reports from 48 leading American cold storage firms indicate that there are 89,700 cases on hand as compared with 2,273,000 a year ago and advices from Chicago tend to firmness. Receipts locally were double those of the preceding week and nearly 1,000 cases greater than for the corresponding period of last year. Briefly conditions of supplies and demands tend to firmness locally though other conditions tend to easiness in market.

Eggs, case lots—		
New laid, stamped	....	0 26

CHEESE. — Market remains unchanged in price and other features with firmness well maintained and only a steady quiet business being done. New make continues to be insufficient in volume to materially affect state of market. Export business continues light in view of shortage of available supplies.

Cheese—		
1915 make	0 19	0 20
Stilton	....	0 21

POULTRY. — Turkeys and ducks show added firmness; the former are quoted from 27c to 28c a pound, the latter at from 30c to 32c, otherwise the market is unchanged in the general conditions existing in the last few weeks, with a demand that varies from steady to brisk on a firm market that is being rapidly cleaned up on supplies. A feature of the buying is the proportion of out-of-town buyers who compete with regular trade for stocks. Firmness of stocks is indicated by an offer of 34c a lb. for live ducks, by one dealer, although dressed stocks are selling at 70c. Question of limited supplies is ruling factor in determining firmness of this market.

Poultry—		
Frozen Stock—		
Turkeys	0 27	0 28
Fowl, large	0 20	0 21
Fowl, small	0 16	0 19
Ducks	....	0 26
Geese	0 17	0 18
Roasting chicken, milkfed, 4 lbs. or over	0 21	0 26
Roasting chicken, ordinary	0 18	0 22
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair	....	0 40
Squabs, Philadelphia, pair	....	0 70
Pigeons, pair	0 25	0 30
Live Stock—		
Fowl, 5 lbs. and over	0 22	0 23
Fowl, small	0 18	0 21
Turkeys	0 22	0 25
Ducks	0 30	0 32
Geese	0 16	0 18
Chicken	0 15	0 18

HONEY.—Firmness and steadiness are ruling factors of market as result of light consumption in keeping with season of year.

Honey—		
Buckwheat, tins	....	0 09½
Strained clover, 60-lb. tins	....	0 12
Strained clover, in 10-lb. tins	....	0 12½
Strained clover, in 5-lb. tins	....	0 12½
Comb honey, white clover, per section.	....	0 16
Comb boney, buckwheat, per section..	....	0 13

TORONTO

PROVISIONS. — The exceptional firmness of hogs noted in last week's report and confirmed by its persisting a week has led to advances all round. Light and heavy hams are up two cents, mediums remaining strong at 20 to 21c. Backs show increase of about one cent, making pea meal 28 to 30, generally 30c. A rumored quotation of 31c during the week cannot be verified. All bacons show an advance of one to two cents. Dry salt meats are about one cent higher, and demand is unusually heavy. Cooked meats show marked upward trend, boiled and roast hams advancing quite sharply during the week.

All lard prices are also on the upward trend and compound shows quarter cent advance. Pure is up still more. Live and dressed hogs are all very firm. Live are worth $11 to $11.50. Receipts are much below the same week last year. Dressed have sold this week as high as

$16, settling again to $15 and $15.50. All meats are in good domestic demand as well as for export account.

Hams—		
Light, per lb.	0 21	0 22
Medium, per lb.	0 20	0 21
Large, per lb.	0 16	0 18
Backs—		
Plain	0 26	0 27
Boneless, per lb.	0 28	0 30
Pea meal, per lb.	0 28	0 30
Bacon—		
Breakfast, per lb.	0 22	0 25
Roll, per lb.	0 18	0 19
Shoulders, per lb.	0 18	0 19
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 16	0 17
Long clear bacon, small lots	0 16½	0 17½
Fat backs, lb.	0 14	0 15
Cooked Meats—		
Hams, boiled, per lb.	0 30	0 31
Hams, roast, per lb	0 30	0 31
Shoulders, boiled, per lb.	0 26	0 27
Shoulders, roast, per lb.	0 26	0 27
Barrelled Pork—		
Heavy mess pork, per bbl.	0 29	0 31
Short cut, per bbl.	0 29	0 30
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 15¼	0 15½
Tubs, 60 lbs.	0 15½	0 15¾
Pails	0 15¾	0 16
Tins, 3 and 5 lbs., per lb.	....	0 16¼
Bricks, 1 lb., per lb.	....	0 16½
Lard, Compound—		
Tierces, 400 lbs., per lb.	....	0 13¼
Tubs, 50 lbs., per lb	0 13½	0 14¼
Pails, 20 lbs., per lb.	0 14	0 14½
Hogs—		
Live	11 00	11 50
Dressed, abattoir killed	15 00	15 50

BUTTER.—Prices show no change from last week's quotations. Creameries are firm on account of being none too plentiful, but dairies are coming in a little better now. Some dealers figure now that with the new make there will be sufficient stocks to hold out till the grass butter comes on the market. Demand from trade is fair to middling.

Creamery prints, lb.	0 35	0 36
Creamery solids	0 33	0 34
Dairy prints, choice, lb.	0 29	0 32
Dairy prints, lb.	0 27	0 29
Bakers	0 25	0 26

CHEESE.—All prices hold firm, with no advance. Demand in Canada is not specially active. Receipts of new fodder make are small, but outside points report that this condition will be materially remedied this month. If this is so and export continues, as now, to be small compared with last year there will be a lot of cheese by the time navigation opens. Nevertheless, cheese is quoted firm at Liverpool and London, and the export situation is a ticklish one.

Cheese—		
New, large, per lb.	....	0 19
New, twins, per lb.	....	0 19¼
June and Sept., large, per lb.	....	0 20
June and Sept., twins, per lb.	....	0 20¼
June and Sept., triplets, per lb.	....	0 20½

EGGS.—There is no change in price. Supplies are now coming a trifle better though country price is still 21; here and there it drops to 20c, but that is not general yet, by any means. The market tone remains steady under a good demand, which absorbs the receipts daily. The season, of course, is late; the cool weather and roads have mitigated against heavier deliveries. As long as it lasts it is unlikely that supplies will increase. That means that, as long as this condition continues, prices won't likely go down. On the other hand they are at such a level now that American eggs can't compete successfully.

Eggs—		
New laids, specials, in cartons	0 26	0 27
New laids	0 24	0 25

POULTRY. — The single sentence "poultry is scarce," most aptly fits the situation. Prices all remain firm and very high. Chickens are especially in demand.

Poultry—	Live	Dressed
Old fowl, pound	0 18—0 20	0 18—0 20
Old turkeys	0 18—0 20	0 26—0 30
Duoklings	0 14—0 16	0 18—0 20
Turkeys	0 18—0 20	0 23—0 27
Chickens	0 18—0 20	0 20—0 24
Chickens, milkfed	0 17—0 20	0 25—0 26

HONEY.—Demand is ordinary and prices are unchanged.

Honey—		
Buckwheat, bbls., per lb.	0 07	0 07½
Buckwheat, tins, per lb.	0 07½	0 08
Clover, 50 lb. tins, per lb.	....	0 13½
Clover, 10 lb. tins, per lb.	....	0 14
Clover, 5 lb. tins, per lb.	....	0 14
Comb, No. 1, doz.	2 50	3 00
Comb, No. 2, doz.	2 00	2 40

MAPLE SYRUP.—This is quoted at ten cents a gallon lower than last week and sells now at $1.40 to the trade. Supplies are coming more freely from some districts but slow from others. It looks as though it is only going to be fair in Ontario this season.

Maple Syrup—		
Imperial, gallon	....	1 40

WINNIPEG

PRODUCE AND PROVISIONS.—Receipts of eggs last week were lighter than expected owing to cold weather still prevailing. Nothing has arrived for storage yet, whereas this time last year they were storing eggs and selling on a storage basis of 17-18c. Despite the lighter receipts, however, the price of new-laids dropped to 21-23c. As the weather last week-end was still cold, it is likely to be some time yet before a storage basis is reached. There is a slight easing off in the hog market, last week live hogs selling around $10.40 and $10.50. Despite this slight decline, packers are predicting another advance in meat products this week, but the market is still very high. There are no changes in local quotations on butter. Fresh receipts are not as plentiful as is usual at this time of the year, due to cold weather prevailing. Cheese has no feature, and until the cheese market opens up in June, there will be little activity.

Hams—		
Light, per lb.	0 21½	0 22½
Medium, per lb.	0 19	0 21
Large, per lb.	0 17	0 19
Bacon—		
Breakfast, per lb.	0 22	0 23
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light	....	0 15½
Cooked Meats—		
Hams, boiled, per lb.	0 29	0 30
Shoulders, boiled, per lb.	0 23	0 24
Barrelled Pork—		
Mess pork, bbl.	....	27 00
Lard, Pure—		
Tierces	....	0 15¼
Pails	....	3 17½
Cases, 10s	....	9 60
Cases, 5s	....	9 68
Cases, 3s	....	9 75
Cartons	....	0 16¾
Lard, Compound—		
Tierces	....	0 12¼
Tubs, 50s, net	....	6 25
Pails, 20s, net	....	2 60
Butter—		
Fresh made creamery	....	0 35
Best storage creamery	....	0 34
Best dairy	0 26	0 27
Cooking	0 18	0 19
Eggs—		
New laids	0 21	0 22
Cheese—		
Ontario, large	....	0 20¼
Ontario, twins	....	0 20¼

FRUIT AND VEGETABLES

(Continued from page 38.)

Parsley, doz.	1 00	1 25
Peppers, green, ba	0 60	0 65
Potatoes—		
N.B. Delawares, bag	2 00	2 05
Ontario, bag	....	1 80
Sweet, kiln-dried, hamper	....	1 50
Radishes, doz.	....	0 40
Rhubarb, doz.	0 75	1 00
Tomatoes, crate	3 00	3 25
Turnips, bag	0 50	0 45

WINNIPEG

FRUIT AND VEGETABLES.—The big demand from grocery trade is for oranges, and there is a slight upward tendency in this market. Some dealers are selling on a basis of $3.50-$4.25, whereas other quotations run around $3.25-$4 per case. There is a good demand for tomatoes, and Floridas are being offered as low as $4, although some quotations are as high as $4.50 per case. Strawberries are selling anywhere from $4-$4.50 per case of 24 pints. Alberta potatoes are getting scarcer, and some dealers are not offering them. B. C.'s are quoted at $1.20-$1.25. The only new arrival on the market this week is spring peas, which opened up at 20c per lb. Quotations generally are much the same as they were a week ago.

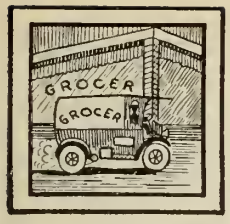
Fresh Fruits—		
Grapefruit, case	....	4 00
Strawberries, Florida, case	....	4 00
Ontario apples, bbls.	5 00	7 00
B.C. box apples, No. 1s	....	2 00
B.C. box apples, No. 2s	....	1 75
Washington box apples	....	2 50
Navel oranges, case	3 25	4 00
California lemons	....	4 50
Bananas, bunches	2 50	3 50
Vegetables—		
Asparagus, case	....	8 00
Cabbage, new, lb.	....	0 03½
Cabbage, per lb.	....	0 02½
Peppers, per basket	....	0 75
Mushrooms	....	0 90
Carrots, per lb.	....	0 02
B.C. potatoes	....	1 20
Alberta potatoes	....	1 00
Sweet potatoes, hamper	....	2 25
Garlic, per lb.	....	0 25
Turnips, bushel	....	0 60
California head lettuce, case	....	4 50
California cauliflower, crate	....	2 50
Valencia onions, cases	....	7 50
Red Globe onions, lb.	....	0 04
Florida tomatoes, case	....	4 00
Head lettuce, doz.	....	1 00
California celery, doz	....	1 50
Spring peas, lb.	....	0 20

NATIVE WINES UNDER TEMPERANCE ACT

An important feature of the Ontario Temperance Act is clause 49, which relates to the sale and consumption of native wines. Manufacturers of native wines from grapes grown and produced in Ontario, may sell the same within the Province if the wines are sold upon the premises in which they are manufactured and in wholesale quantities only of five gallons in each cask or vessel at any one time, and when sold in bottled form, not less than twelve bottles of three quarts each at any time. All wines must be removed and not drunk upon the premises.

R. M. A. CONVENTION NEAR

The annual meeting of the Saskatchewan branch of the Retail Merchants' Association will be held on May 9th, 10th and 11th, at Regina. Last year, there was an attendance of about four hundred, but twice that number are expected this year.



FISH AND OYSTERS



Frozen Fish Stocks Being Exhausted

Fresh Supplies Late in Arriving—Scarcity is the Feature of Market—Dealers Find Business in Salt and Pickled Lines Very Slow—Lobster Lower in Montreal

MONTREAL

FISH.—Feature of fish trade of moment is scarcity of supplies all round; frozen stock is pretty well exhausted and whatever is left commands higher prices than usual. Two cars, chiefly of halibut are expected during the week and are offered at an advance of 10 per cent. over old prices that governed last week's sales. Fresh haddock shows an easier tendency, which is expected to govern for sometime to come as a result of large supplies coming in from Boston, although eastern fishing has been greatly hampered by bad weather. River and lake fish lines such as dore, pike and trout are being stimulated by the approach of the Jewish holiday season, which begins early next week, and prices incline to stiffen. Dore is selling in a wholesale way from 16c to 18c per lb. Newly cured finnan haddie and fillets are arriving in small lots and bring fancy prices. Lobsters are more plentiful and market shows easier tendency for future. Trade in bulk and shell oysters is very quiet, and prices in primary market have declined considerably at points where operations are due to cease by end of month. Movement in pickled and salt lines is slow and holders of stock are willing to make concessions in prices in order to affect sales and clean up market.

TORONTO

FISH AND OYSTERS.—Conditions remain much about the same. The outstanding feature continues to be the scarcity. Dealers are between two fires: frozen stocks are getting low and fresh is late in arriving. Fresh caught sea salmon continues to be a best seller, and sells from 25 to 30c a pound, chiefly at the latter figure. New York flounders are still coming in and there is a good demand at 12 cents. This, of course, is a high price, but shipments are small. Roe shad supplies are getting better and price is lower, down to $1.50. Haddock is in big demand but that can be coped with as stocks are plentiful. Finnan haddie is arriving but stocks are small compared to the call for them. Price remains around 12 cents. Cod fetches 12 cents; unusually high price, but in it, too, there is a scarcity. Pickled and salted lines don't have much call these days, though levels are low enough. Shading is being indulged in to get the business.

General trade is excellent, orders being many in number, and large in bulk. The tail-end of Lent promises to be a good time for fish fraternity.

SMOKED FISH.	Montreal	Toronto
Haddies, per lb., new cured	.10-.11	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.10	.09
Haddies, fillets, per lb.	.12	.14
Herring, Ciscoes, baskets	1.25	1.50
St. John bloaters, 100 in box	1.20	1.25
St. John bloaters, per box	1.20	1.00
Yarmouth bloaters, 69 in a box	1.20	1.25
Smoked herrings, large, box	.16	.15
Smoked herrings, medium, box	.16	.16
Smoked boneless herrings, 10-lb. box	1.40	1.40
Kippered herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.11	.11
Red Cohoes, dressed, lb.	.12	.11
Pale qualla, dressed, per lb.	.10	.08
Halibut, white western, large and medium, per lb	.09	.13
Halibut, eastern, chicken, per lb.	.13	.12
Mackerel, bloater, per lb.	.09-.10	.10
Haddock, medium and large, lb.	.08	.10
Market codfish, per lb.	.05	....
Steak codfish, per lb.	.10	.12
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-.16	.18
Smelts	.11	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.50	3.00
Round pike	.07	...
Grass pike, dressed	.08	...
Swordfish, lb.	.10	....

DRIED AND PREPARED FISH.		
Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 50
Dried bake, medium and large, 100 lb.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case	6 50	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 11	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	0 15	0 15
Boneless codfish, in 2-lb. and 3-lb. boxes	1 80	1 80
	0 15	0 15

BULK OYSTERS, CLAMS, ETC.		
Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal	1 40	2 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	1 60	....
Best scollops, imp. gallon	2 25	3 50
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 00	....
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best select, quart cans, each	0 50	0 75
Rockaways, 100	....	1 50
Blue points, small	....	1 50
Blue points, large	....	1 50

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.		
Cape Cod abell oysters, per lb.	9 00	1 50
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	9 00	8 00
Malnegues, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, lb.	0 40	0 80
Little necks, per 100	1 25	1 50

FRESH SEA FISH.	Montreal	Toronto
Halibut	13 —14	15 —14
Haddock, fancy express, lb.	7 — 8	15 —14
Mackerel, medium, each	15	....
Steak, cod, fancy, express, lb.	10	10 —12
Herrings, each	3	3
Flounders	10	12
Flounders, New York	....	14
Salmon, Western	15 —16	30
Salmon, Eastern	15 —16	....

FRESH LAKE FISH.		
Carp, lb.	0 10	....
Carp, lb.	0 12	..
Pike, lb.	0 10	0 07
Perch, lb.	0 08	0 07
Suckers, lb	....	0 10
Suckers, lb.	0 06	0 05
Whitefish, lb.	0 12	0 20
Herrings, per 100	....	2 50
Lake trout	0 12	0 14
Eels, lb.	0 10	0 08
Dore	15-16	0 13

FROZEN LAKE AND RIVER.		
Whitefisb, large, per lb.	.09-.09½	.09-.10
Whitefisb, small tulibees	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress or ound, lb.	.08½-.09	.09-.13
Pike, dressed and beadless, lb.	.07-.07½	.07
Pike, round, per lb.	.06½-.07	.06-.07

WINNIPEG

FISH AND POULTRY.—The scarcity of haddies continues, and there is not likely to be any for at least two weeks. There should be a fresh stock by the end of April, as they are beginning to smoke them in the East, prices being high. Frozen halibut is scarce, but there is some fresh offering at 12½c. Fresh salmon is also coming in at 18-21c, depending on where it comes from. A few bits of haddock are also arriving, but nothing to speak of. This year people do not seem to be buying fancy stuff, whereas in former years it was customary to bring in lots of fresh stuff about this time of year. The oyster season is practically over. Poultry continues scarce, and it is only a few weeks when there will not be any frozen stuff left. At this time of the year the Jewish people will pay anything for hens, and they are picking up practically all the live stuff that is going.

Fish—		
Frozen salmon	....	0 10
Frozen halibut	0 08½	0 09
Pickerel	....	0 07½
Steak cod, per lb.	....	0 08
Lake Winnipeg whitefish	....	0 09
Finnan haddie	0 09½	0 10
Kippers, per box	....	2 00
Lake trout, per lb.	....	0 10
Bloaters, per box	....	2 00
Salt ackerel, 20-lb. kit	....	3 00
Smoked gold-eyes, doz.	....	0 50
Oysters, per gal.	....	2 50
Oysters, on shell, doz.	....	0 25
Poultry, Live—		
Fowl	....	0 15
Roosters	....	0 11½
Chickens	....	0 15
Turkeys	....	0 19
Ducks	....	0 13
Ducklings	....	0 14
Geese	....	0 12
Poultry, Dressed—		
Ducks, No. 1	....	0 24
Fowl, No. 1	....	0 20
Turkeys, No. 1	....	0 30
Geese, No. 1	....	0 22



FLOUR AND CEREALS



Export Flour Business Slower

Overseas Buyers Cannot See Exporters' Prices—Firmness in Oats Continues—Fair Volume of Business in Feeds—Freight Situation Looms Up Black Again

MONTREAL

FLOUR.—Prices remain unchanged and firm, although tendency to greater firmness was checked by drop in wheat market, which declined 5c following the earlier raise of 14c per bushel. Business shows improvement over last week and inquiries for flour are picking up as stocks in flour are getting very low and are reaching a point where they must be replenished, a condition that has been stimulated by the late advances in the wheat market. One miller reports the best week for the past month. Embargo feature of situation has been materially altered without corresponding change in results achieved. C. P. R. embargo has been lifted, but this fact is offset by the placing of one on the G. T. R., on all points east of Fort William, and the I. T. R. embargo is still in force.

Winter wheat lines remain unchanged from last week with a continuation of dulness that has been common to it for some time. Large stock and light demand continue to be the ruling factors of the market.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	6 60
Second patents	6 10
Strong bakers	5 90
Winter Wheat Flour—	**Car lots** / **Small lots**
Fancy patents	5 85 / 6 10
90 per cent. in wood	5 60 / 5 80
90 per cent. in bags	2 70 / 2 75

CEREALS.—No changes of importance have developed in market to record since last week, other than added strength in the oat market, which is very firm. Warm weather and light demand continue to be chief features in determining conditions on the market, which is uneventful, steady and quiet.

Cornmeal—	Per 98-lb. sack
Gold dust	2 75
Rolled Oats—	**90's in jute.**
Small lots	2 75
25 bags or more	2 60
Packages, case	3 90 / 4 00

Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90's, in jute.

Rolled Wheat—	100-lb.	bbls.
Hominy, per 98-lb. sack		4 00
Hominy, per 98-lb sack		2 75
Corn flour, bag		2 65
Rye flour, bag	2 65	2 80
Barley, pot		3 00
Barley, pearl, lb.		0 04½

FEEDS.—Prices remain unchanged and firmness continues to characterize market which is registering a greater volume of sales, because of the late season and the high butter and cheese prices which encourage farmers to feed beets instead of waiting for grass. Indication points to a very good business for next month and many inquiries are appearing, particularly for bran and shorts.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chop, ton	32 00
Crushed oats, ton	33 00
Oats, chop, ton	33 00
Barley, chop, ton	32 00
Feed oats, cleaned, Manitoba, bush	0 56
Feed wheat, bag	1 80

TORONTO

FLOUR.—A set-back occurred in the wheat market last week, and prices lost five cents on our last quotation. No. 1 Northern, in store at Fort William, is now $1.14. Last week it was $1.19. This slump occurred middle of last week, however, and the week-end saw a partial recovery.

Flour dealers are finding a fair to moderate demand for domestic accounts. Prices seem to be regarded as low and buyers show that they consider it as their market. Stocks in purchasers' hands must be fairly small, because they have held off buying so long that they've got to buy now. Export account is cheering. Cables are coming from Great Britain although fewer inquiries materialize into orders than was the case last week. There is a tendency for overseas buyers to bid low. One cable mentioned 39/6 for winter flour, but exporters here have higher views. Ocean freights remain at 95c and $1. Freight situation becomes awkward again on activity of "Hun" submarines. Generally the flour market has picked up from last week, and is in much better shape.

Manitoba Wheat Flour—	Small lots. per bbl. of 2 bags	Car lots.
First patents	6 70	6 50
Second patents	6 20	6 00
Strong bakers	6 00	5 80
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	4 40	4 30

CEREALS.—Demand has simmered down into the hand-to-mouth variety, although the snap of colder weather has meant an extra, belated spurt in demand. Generally, however, spring weather means limited buying. Oats remain firm, following grain markets.

Barley, pearl, 98 lbs.	4 70	4 90
Buckwheat grits, 98 lbs.		4 50
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.		2 50
Graham flour, 98 lbs.		3 25
Hominy, granulated, 98 lbs.		3 00
Hominy, pearl, 98 lbs.		3 00
Oatmeal, standard, 98 lbs.		2 76
Oatmeal, granulated, 98 lbs.		2 76
Peas, Canadian, boiling, bush.		3 60
Peas, split, 98 lbs.		6 60
Rolled oats, 90-lb. bags		2 65
Rolled wheat, 100-lb bbl.	3 30	3 50
Rye flour, 98 lbs.		2 80
Whole wheat flour, 98 lbs.		3 25
Wheatlets, 98 lbs.		3 50

FEEDS.—Bran, shorts and middlings took a jump of a dollar last week, but reverted again, as extra demand flickered out. Demand is fair to middling, however, and farmers are buying feeds at present. Ontario oats remain firm at 43 cents.

Mill Feeds—		Mixed cars per ton
Bran		24 00
Shorts		25 00
Special, middlings		26 00
Feed flour, per bag	1 60	1 70
Oats—		
No. 3. Ontario, outside points	0 42	0 43

WINNIPEG

FLOUR AND CEREALS.—Wheat was a little easier last week-end. It is a speculative market, and extremely doubtful. The consensus of opinion is that May wheat will be high by May. Strengthening of the wheat market last week sent flour up 30c per barrel, and is now selling on a basis of, first patents, $6.60. Rolled oats and other cereals are featureless. The warmer weather is having tendency to start the consumer on breakfast foods that do not require cooking. Demand for feeds is good, both East and West, which will have the tendency to hold prices firm. There is considerable business offering for export flour, but millers are reluctant to book on account of embargo at seaboard.

Flour—		
Best patents		6 60
Bakers		6 10
Clears		5 40
XXXX.		4 40
Cereals—		
Rolled oats, 80 lbs.	1 90	2 00
Rolled oats, pkgs., family size		3 75
Wheat flakes, case		3 75
Oatmeal, standard and gran., 98 lbs.		2 50
Cornmeal, 98 lbs.		2 45
Feeds—		
Bran, ton		18 00
Shorts, ton		20 00
Middlings, ton		20 00
Mixed chop, ton		28 00



Eastertide Greetings

The makers of Canada's famous Quality Cereals extend to their many customers throughout the Dominion the

Eastertide Greetings

Boom your Easter trade with a display of:

Tillson's Rolled Oats (a food not fad)
Tillson's Scotch Fine Cut Oatmeal
Tillson's Scotch Health Bran
Rainbow Flour (for bread)
Tillson's Old Gold Seal
Flour (for pastry)

Quality, then price is our Motto.

Canadian Cereal and Flour Mills Co., Ltd.
TORONTO, ONT.

Superior Quality Well Advertised
—*that's what does it.*

Throughout the length and breadth of Canada, the superior qualities of L'Etoile and Hirondelle Macaroni are being constantly brought before the notice of the consumer. This publicity is creating a huge demand for our products—a demand that is ever increasing.

Dealers throughout the country are reaping the results of the big business thus created and are materially adding to their profits by featuring

L'Etoile (Star) *and* Hirondelle (Swallow) Macaroni

They are finding it more advantageous to push the sale of these Canadian-made products in preference to the more expensive imported brands. They know that our guarantee of superiority is no idle boast. They know that the world's best wheat (Manitoba Hard) is the only kind used in the manufacture of "L'Etoile" and "Hirondelle." And they know from experience that these appetizing paste products give unqualified satisfaction to their customers.

Why let other dealers secure all this profitable business? Get a trial supply from your wholesaler to-day and note results.

C. H. Catelli, Limited, Montreal

Agents: Tees & Persse, Limited, Winnipeg; C. C. Mann, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	$ 0 40
4 oz. Tins, 4 doz to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

DOMINION CANNERS, LTD.

JAMS

"Aylmer" Pure Jams and Jellies 16-oz. Glass Jars.

	Per doz.
Apricot	$ 2 30
Assorted	2 20
Blackberry	2 25
Blueberry	2 25
Currant, Red	2 20
Currant, Black	2 25
Cherry	2 20
Gooseberry	2 10
Plum	2 10
Plum, Green Gage	2 20
Pear	2 10
Peach	2 10
Raspberry, Red	2 25
Raspberry, Black	2 25
Rasp. and Red Currant	2 20
Rasp. and Gooseberry	2 20
Strawberry	2 30

CATSUPS

In Glass Bottles

	Per doz.
½ Pts. Delbi Epicure	$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delbi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 35
Qts., Delbi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS, with Pork.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05
Family Baked Beans, Plain, 2 doz. to case	1 20
Family Baked Beans, Tomato Sauce, 2 doz. to cs.	1 22½
Family Baked Beans, Chili Sauce, 2 doz. to cs.	1 22½
3's Baked Beans, Tomato Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Chili Sauce, flats, 2 doz to cs., Aylmer only	1 40
3's Baked Beans, Plain, tall, 2 doz. to case	1 50
3's Baked Beans, Tomato Sauce, 2 doz. to case	1 60
3's Baked Beans, Chili Sauce, 2 doz. to case	1 60

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case, per doz.	$ 1 10
12 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 20
16 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 60
16 oz. Glass, Tall, Vacuum Top, 2 doz. per case, per doz.	1 60
2's Glass, Vacuum Top, per doz.	2 80
2's Tin, 2 doz. per case, per doz.	2 30
4's Tin, 12 pails in crate, pail	0 40
5's Tin, 8 pails in crate, pail	0 47½
7's Tin or Wood, 6 pails in crate, pail	0 65
14's Tin or Wood, 4 pails in crate, lb.	0 09
30's Tin or Wood, one pail only, lb.	0 09

BLUE

Keen's Oxford, per lb.	$ 0 17
In 10-lb. lots or case	0 16

COUPON BOOKS — ALLISON'S

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED

100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS

WHITE SWAN

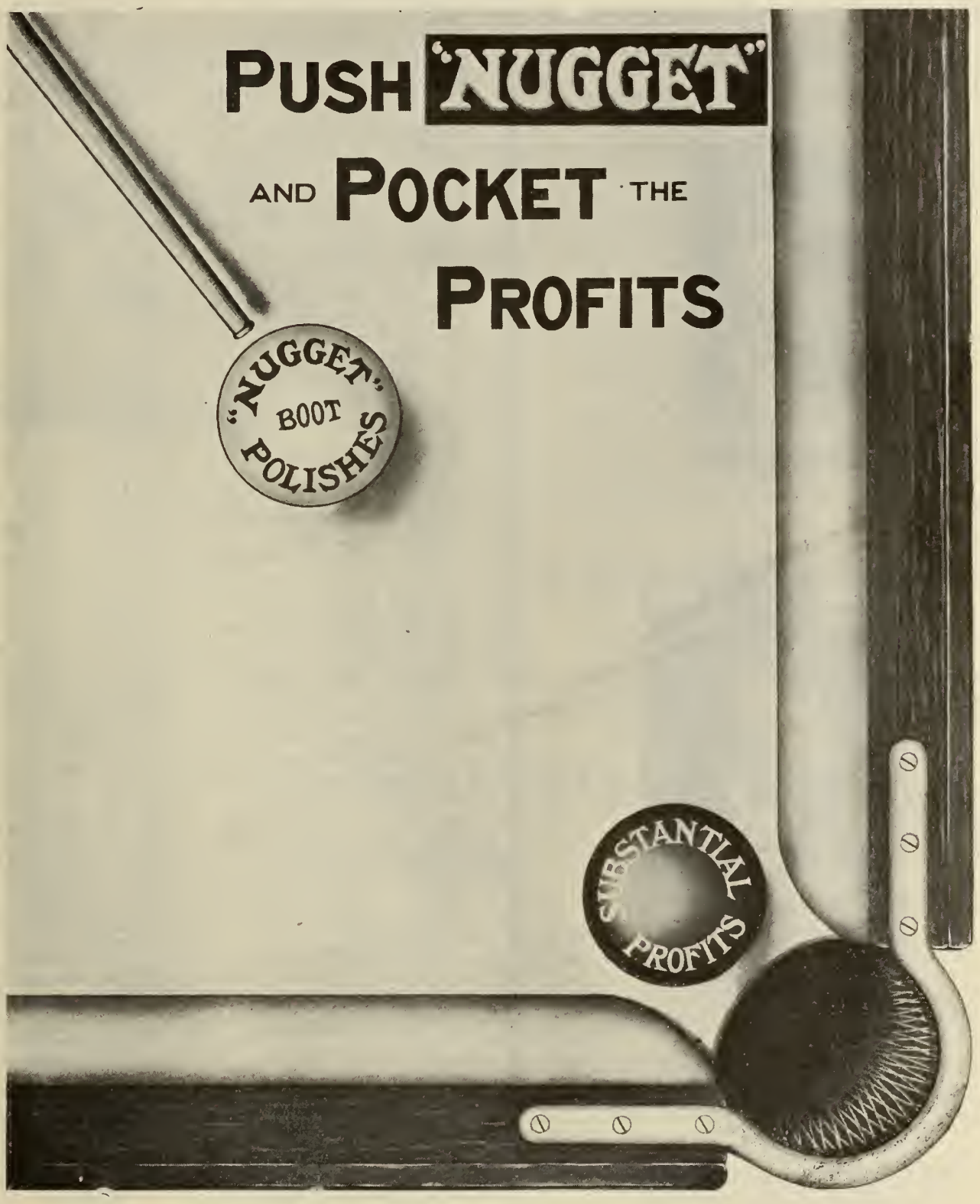
	Per case
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	$2 70
Buckwheat Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Pancake Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 10
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.



THE NUGGET POLISH COMPANY, LIMITED

9, 11 and 13 DAVENPORT RD.

TORONTO ONTARIO

Why not pay a little more for better Spices and get a "Government Warranty"?



5c Lithographed Round Dredge Tin, 45c per dozen.



A Handsome 10c Oval Dredge Tin, Lithographed in Three Colors, 2½ oz. net, 90c per dozen.

An excellent substitute for the old 4-oz. tin. Stands 4 in. high, and looks better on the shelf.

"Why not confine your trade to packages? You have a known cost to sell at a certain price, and a fixed profit of at least 25 per cent. on your turn over."

White Swan Spices & Cereals
LIMITED
TORONTO - - CANADA

(Unsweetened Chocolate)

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate— Per lb.	
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections. Per doz.	
Maple buds, 5-lb. boxes	0 38
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 38
Coffee drops, 5-lb. boxes	0 38
Lunch bars, 5-lb. boxes	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

5 Box lots and upward—Freight prepaid up to 50 cents.

	Per case
Eagle Brand, each 48 cans	6 65
Reindeer Brand, each 48 cans	6 40
Silver Cow, each 48 cans	5 90
Gold Seal, Purity, each 48 cans	5 75
Mayflower Brand, each 48 cans	5 75
Challenge, Clover Brand, each 48 cans	5 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 50
Jersey Brand, Hotel, each 24 cans	4 50
Peerless Brand, Hotel, each 24 cans	4 50
St. Charles Brand, Tall, each 48 cans	4 60
Jersey Brand, Tall, each 48 cans	4 60
Peerless Brand, Tall, each 48 cans	4 60
St. Charles Brand, Family, each 48 cans	4 00
Jersey Brand, Family, each 48 cans	4 00
Peerless Brand, Family, each 48 cans	4 00
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans	4 50
COCOA, Reindeer Brand, each 24 cans	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36
1 lb. round tins, 4 doz. to case, weight 30 lbs.	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 00
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 25
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottle, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Special Delivered Price for Canada

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 20
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 20
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL

Compressed Corned Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18; 14s, $37.

Roast Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18.

Boiled Beef, 1s, $2.50; 2s, $5; 6s, $18.

Jellied Veals, ½s, $1.50; 1s, $3; 2s, $4.50; 6s, $18.

Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.

Beefsteak and Onions, ½s, $1.80 1s, $2.90; 2s, $5.40.

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making a hit.

Easter Shipments

FRUITS AND VEGETABLES

In plentiful supply and large variety. Imported specially.

TOMATOES PINEAPPLES
ASPARAGUS LETTUCE CELERY
CUCUMBERS NEW CARROTS
ORANGES STRAWBERRIES

Fresh Fish for Good Friday

Fresh Halibut, Cod, Haddock, Flounders, Whitefish, Haddies, Smelts, etc.

WHITE & CO., LIMITED
TORONTO
Wholesale Fruits and Fish

Are You Interested?

In Buying a Business?
In Selling a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second - hand Fixtures?

Then you should use **Canadian Grocer's Classified Ad. Columns.**

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches All These Men.

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(payable in advance)

2c per word, first insertion.
1c per word, subsequent insertions.
5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

Canadian Grocer
143-153 University Ave., Toronto

The Apple Crop

in the famous Georgian Bay District is very short this year. Write us before placing your winter order.

FISH

Salt Trout and Herring

Fresh Frozen Trout and Herring

Lemon Bros.
OWEN SOUND, ONT.

Everybody

Says:

"Traenzzi has certainly given good Lemons this season."

We add:

"As usual."

J. J. McCabe
Agent
TORONTO

ONE POUND OF

Dehydrated Vegetables

is equal to

Thirteen Pounds of Fresh Vegetables and the flavor is still retained.

Just the thing for contractors, lumbermen, campers and hunters. Saves transportation charges, and will not freeze or deteriorate.

"DEHYDRO"

(Waterless)

Write us for prices and shipping rates on potatoes, onions, cabbage, carrots, cranberries and others.

Packed in 1 gall. and 5 gall. sealed tins.

Sole Canadian Representatives:

W. H. ESCOTT & CO.

LIMITED

Wholesale Grocery Brokers and Maufacturers Agents

Winnipeg, Regina, Saskatoon, Calgary, Edmonton

Write us. Write our branches.

Maple Syrup

"Small" Standard Pure Maple Syrup, Pure Sugar Syrup and Sugar is subjected to an analytical test, and stamped before packing, freeing merchants from all responsibility.

PACKED ONLY BY

CANADA SYRUP REFINERIES

LIMITED

Head Office ∵ ∵ MONTREAL

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs. ..... .06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. ..... .06¾
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. .07¼
Barrels, 200 lbs. ..... .06¾
Kegs, 100 lbs. ..... .06¾
Lily White Gloss—
1-lb. fancy carton cases 30 lbs. ..... .07¾
8 in case ..... .08
6-lb. toy trunks, lock and key, 6-lb. toy drum, witb drumsticks, 8 in case ... .08¼
Kegs, extra large crystals, 100 lbs. ..... .07¼
Canadian Electric Starch—
Boxes, containing 40 fancy pkgs., per case 3 00
Celluloid Starches—
Boxes containing 45 cartons, per case 3 60
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .06½
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .07¾
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs. .07¾
20-lb. boxes ¼c higher than 40's)

COW BRAND BAKING SODA

In boxes only.

Packed as follows:

5c packages (96) .....$ 3 20
1 lb. packages (60) 3 20
½ lb. packages (120) 3 40
1 lb. 30 } Packages Mixed 3 30
½ lb. 60 }

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

2-lb tins, 2 doz. in case.....$2 65
5-lb. tins, 1 doz. in case.... 3 90
10-lb. tins, ½ doz. in case.. 2 90
20-lb. tins, ¼ doz. in case.. 2 85
Barrels, 700 lbs. 3¾
Half barrels, 350 lbs. 4
Quarter barrels, 175 lbs. ... 4¼
Pails, 38½ lbs. 1 95
Pails, 25 lbs. each 1 40
3 lb. Perfect Seal Jar, 1 doz. in case 2 70

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case ... 3 00
5-lb. tins, 1 doz. in case ... 3 35
10-lb. tins, ½ doz. in case.. 3 25
20-lb. tins, ¼ doz. in case.. 3 20
(5, 10 and 20-lb. tins have wire handles.)

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case..3 60
Barrels 0 04¾
½ barrels 0 05

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case...$3 80
5 lb. tins, 1 doz. in case... 4 45
10 lb. tins, ½ doz. in case... 4 15
20 lb. tins, ¼ doz. in case... 4 05
Delivered in Winnipeg in carload lots.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES

DEL MONTE BRAND

Size	Mam.	Large	Med.
2½ Can	$ 4.75	$ 3.75	$2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can	14.00	12.00	9.00

YUBA BRAND

2½ Can	$3.00	$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Picnic Can		.90

All prices per dozen—F.O.B. Jobbing Points.

CANNED HADDIES.

"THISTLE" BRAND

A. P. TIPPET & CO., Agents

Cases, 4 doz. each, flats, per case $5 85
Cases, 4 doz. each, ovals, per case 5 85

INFANTS' FOOD

MAGOR SONS & CO., LTD.

Robinson's patent barley, ½-lb. tins, $1.60; 1-lb. tins, $3.00; Robinson's patent groats, ½-lb. tins. $1.60; 1-lb. tins, $3.00.

BEAVER BRAND CORN AND MAPLE SYRUP

Quart tins (wine measure), 2 doz. in case, per case ... 4 70

STOVE POLISH

JAMES DOME BLACK LEAD

2a size, gross 2 50
6a size, gross 2 40

NUGGET POLISHES

	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

ORANGE MARMALADE "BANNER BRAND" PURE FRUIT PRODUCTS

JAMS AND JELLIES

2's $2 15
4's 0 25
5's 0 42
7's 0 60
30s, wood 0 08
12-oz. glass jar 1 15
Tumbler, glass 0 95

MARMALADE

2's, per doz. $2 30
4's, per pail 0 40
5's, per pail 0 45
7's, per pail 0 65
30's, wood, lb. 0 08¾
12-oz. glass jar, doz. 1 20
Tumbler, glass, doz. 1 00
Prices subject to change without notice.

WENTWORTH ORCHARD CO., LTD.

Hamilton and Toronto.

Pure Fruit, Jams and Jellies

Raspberry and Apple, Strawberry and Apple, Peach and Apple, Plum and Apple, Gooseberry and Apple, Black Currant and Apple, Red Currant and Apple: Tumblers, 90c doz.; 12-oz. jars, $1.20 doz.; 16-oz. jars, $1.60 doz.; No. 2 gold tins, $2.30 doz.; No. 4 gold pails, 40c each; No. 5 gold pails, 50c each.

Fruit Pie Filling

Raspberry flavor, strawberry flavor, peach flavor, plum flavor, gooseberry flavor, No. 2 gold tins, $2.30 doz.

Whole Tomato Catsup

½ pints, bottles 0 95
Pint, bottles 1 30

Worcestershire Sauce

½ pints, doz. 0 95
Pints, doz. 1 30

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pks.... 1 20

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs. .....$ 0 60
Bobs, 6s and 12s, 12 and 6 lbs. 0 46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs. 0 46
Currency, 6s, ½ butts, 9 lbs. 0 46
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs. 0 48
Walnut Bars, 8½s, boxes 7 lbs. 0 64
Pay Roll, thick bars, 8½s, 6 lb boxes 0 68
Pay Roll, thin bars, 8½s, 5 lb. boxes 0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies 0 68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs. 0 57
Empire, 7s and 14s, caddies 15 lbs., ¼ caddies, 6 lbs.. 0 56
Great West, pouches, 9s ... 0 72
Forest and Stream, tins, 11s, 2 lb. cartons 0 80
Forest and Stream, ¼s, ½s and 1-lb. tins 0 80
Forest and Stream, 1-lb. glass humidors 1 00

Easter

marks the Season of the year when your Customer asks for a piece of Bacon.

When he does, give him the best on the market, and that best you will find in "Star Brand" English Breakfast Bacon, put up by us.

We can also supply you with the Eggs to go with it.

F. W. Fearman Co.
Limited
HAMILTON

Established 1854

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $5.75, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.
Hamilton - Winnipeg

The Effect of the Great World Struggle

upon business and upon investment values has been far-reaching. The business man and the investor has never been in greater need of accurate knowledge of conditions—and of the best possible business and financial counsel.

The Financial Post
of Canada

through its unexcelled sources of information, and its exact analyses and forecasts, supplemented by its

By-Mail Information Bureau

which deals with financial or business problems, furnishes a service of unsurpassed value.

Annual Subscription $3.00 a Year. Write for Sample Copy.

JOHN BAYNE MACLEAN, President
R. G. DINGMAN, M.A., Managing Editor
JOHN APPLETON, Editor

THE FINANCIAL POST OF CANADA

Published by The MacLean Publishing Co., 143-153 University Ave., Toronto, Can.

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

WANTED — POSITION AS TRAVELLING salesman. Speak English and French. Not particular as to territory offered. Northern Ontario preferred. Box 138, Canadian Grocer.

WANTED — INFORMATION REGARDING good grocery or meat market for sale. Send particulars. R. G. List, Minneapolis, Minn.

SASKATOON — DO YOU WANT A LIVE representative here? Advertiser, with city office, well in with all the buyers, is open for another good commission. Box 139, Canadian Grocer.

EXPERT GROCER — PRESENT POSITION manager, is looking for similar position. Wide experience, good character, temperate habits, references if required. Apply Box 136, Canadian Grocer.

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c/o Canadian Grocer, University Avenue, Toronto.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

WANTED—MEN. ARE YOU CAPABLE OF organizing and controlling a subscription sales force? If you are, you are the man we want to get in touch with. We have a plan that will make you "real money." Part or whole time accepted. Drop us a card for full particulars. The MacLean Publishing Co., 143-153 University Ave., Dept. F, Toronto, Ont.

FOR SALE

FOR SALE—GENERAL STORE, CASH BUSINESS, in a live country location, stock $3,000; turnover, $15,000. Price and terms right; send for prospectus. Wilton Bros., Kneebill Valley, Alberta.

FOR SALE — THRIVING GROCERY BUSINESS in industrial city of S. S. Marie. Central location. Established 25 years. Inspection invited. Owner retiring. E. 452 Albert St., S. S. Marie.

A want ad. in this paper will bring replies from all parts of Canada.

TANGLEFOOT

The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

OAKEY'S KNIFE POLISH

WELLINGTON



JOHN OAKEY & SONS, LIMITED, LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT.

EGG FILLERS

Our capacity is three times the total Filler requirements of Canada
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LIMITED
TRENTON, ONTARIO, CANADA

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto St. Toronto — 52 Can. Life Bldg. Montreal

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS
Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

Toronto Butchers' Supply Co.
LIMITED
Cleaners, Importers, and Exporters of Sausage Casings. Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.
49 DUNDAS STREET. - - TORONTO

FOR SALE
Fancy Creamery Butter, Selected Eggs, Fancy Dressed Poultry. Grocer Orders our Specialty.
Mann, Laurie & Co.
Phone 1577. London, Ont.

No. 44

"Cato with Old Boy"

(Canada's 105-year-old Pioneer)



Spring Days and a Good Chew

"They go hand in hand, lad. I took may walk to-day, and what a grand day it was, too—a real Canadian Spring day—'nuff to make a fellow feel young again, 'specially when he has his favorite chum with him—

A Plug of King George's Navy

"The older I get, lad, the more particular I am about my tobacco: that's why I appreciate my Grocer supplying me with *KING GEORGE'S NAVY.*"



Now is the time, Mr. Grocer, to go after the men's trade through your tobacco department. Order King George's Navy.

Rock City Tobacco Co., Ltd.
Quebec and Winnipeg



How many women customers come into your store daily?

Now, just think, if you had a little display of the

New All-Canadian, All-Wooden Washboards

(retailing at 20c) in your store, what a number of profitable and easy sales would result.

The prevailing prices of zinc and aluminum have put those materials out of the question for washboard purposes.

The "New All-Canadian" fills the want thus created, and for all-round serviceability and wearing qualities it equals the zinc or aluminum line.

The "New All-Canadian" will be the washboard of the future. Try the selling merits of a trial order.

WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.

FROM COAST TO COAST

You can now obtain fresh supplies of

McVitie & Price's

HIGH-CLASS

BISCUITS

from the following appointed Agents:—

Nova Scotia: C. E. Choat & Co., Halifax, N.S.

Ontario: C. H. Cole, 33 Front St. East, Toronto (Selling Agent).

Manitoba and Saskatchewan: Richards & Brown, Ltd., James Street, Winnipeg.

Alberta: Campbell, Wilson & Horne, Ltd., Calgary; Campbell, Wilson & Horne, Ltd., Lethbridge; Campbell, Wilson & Horne, Ltd., Edmonton.

British Columbia and Yukon: Kelly, Douglas & Co., Ltd., Vancouver; Kelly, Douglas & Co., Ltd., Victoria; Kelly, Douglas & Co., Ltd., New Westminster; Kelly, Douglas & Co., Ltd., Prince Rupert.

McVitie & Price, Limited

EDINBURGH and London

McVitie & Price of Canada, Limited
Vaudreuil St., St. Paul St. E., Montreal

Is the Money Always There?

WHEN you have wanted a certain thing that would have added to the pleasures of life, was the money always there? when you figured up to see if "Cash on hand" would warrant you to make the purchase. Have you ever felt the need of a good vacation or wanted some little extra luxury, but simply could not afford it because your regular income was not sufficient?

WE have a plan that will enable you to add these extra luxuries without interference in any way with your regular occupation; a plan from which you may derive sufficient income to warrant your having all the added pleasures of life. This plan may be worked during spare time without interference with your regular duties. One hour in the evening spent among your acquaintances—a half-hour after lunch in the office or factory will give you an additional $5.00 or $10.00 weekly.

WE have hundreds of subscriptions in your locality ready to be taken. A representative on the spot could secure these orders, saving these people the trouble incidental to mailing. These orders, together with the many other subscriptions which may be added from the friends of our old subscribers whom they will recommend to you, will give you an income that with the same amount of work will double your earnings each year. The work is both pleasant and profitable. No previous experience required.

This plan will interest you, so write us to-day for full particulars.

The MacLean Publishing Co.
LIMITED

Division B.

143-153 University Avenue

TORONTO **ONTARIO**

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WHY 3 CENTS invested with us will net you dollars of profits

When the goods listed here were bought the market was at its lowest ebb. So, we are able to quote you prices that will give you bigger profits.

Quality being equal, you will buy at the best prices.

Because otherwise it would be an injustice to the assets of your business to buy without first knowing where the best prices can be had.

Then why not invest three cents in postage and get our quotations on what we offer? We know we have the right prices. Prove it.

TOMATOES 3s

CORN 2s

WAX BEANS 2s

PEAS 2s

REFUGEE BEANS 2s

GALLON APPLES

PEACHES H.S. 2s

RASPBERRIES H.S. 2s

CALIFORNIA PRUNES
All Sizes (25s to Box)

OREGON PRUNES
All Sizes (25s to Box)

CALIFORNIA SEEDLESS
Loose (50s to Box)

FREE.—Sample of our Victoria Java Mocha Coffee with all inquiries.

LAPORTE, MARTIN, LIMITÉE

Wholesale Grocers

Tel. Main 3766 **MONTREAL** **Teleg. "Laporte"**

Y & S STICK LICORICE

48 5c. Packages to Box



The old-fashioned remedy for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY
MONTREAL



Right—Always right

It has never been anything else since we first turned out the goods in 1846. Its absolute purity, full strength and reliability make it always in demand by careful cooks.

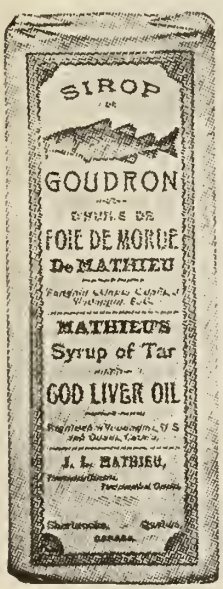
COW BRAND BAKING SODA

is the best for satisfaction and profit—as such you should never fail to recommend it.

Get it from your jobber.

CHURCH & DWIGHT
Manufacturers LIMITED
MONTREAL

This changeable weather means that colds will be prevalent



and actual statistics show a regular epidemic to be raging throughout Canada.

You can do your share at helping to stop the epidemic of colds, La Grippe and Pneumonia by stocking and pushing

Mathieu's Syrup

of Tar and Cod Liver Oil

It is the most effective preventive and remedy for colds in every stage.

Stock up now and keep it on display where your customers will see it. *Recommend Mathieu's Syrup.*

J. L. Mathieu Co., *Proprietors*
SHERBROOKE, QUE.

CONCORD
NORWEGIAN SARDINES

will bring satisfaction and profit to every Grocer handling them, because they are highest quality goods, backed by a guarantee appearing on each tin.

Only the finest, freshly-caught autumn fish, and the purest olive oil are used, all hard, tough fish being rejected. 24 to 28 fish go to a tin, and they are mild cured and not too much smoked.

The demand for these high-class sardines is steadily increasing, appreciation of their quality being thereby shown.



Are you handling CONCORD? Order from your wholesaler TO-DAY.

LIST OF AGENTS:

R. S. McIndoe, Toronto. Watson & Truesdale, Winnipeg.
Maritime Fish Corp'n., Limited. W. A. Simonds, St. John, N.B.
H. C. Janion, Vancouver, B.C.

Then why run the risk?

You know how uncertain most ordinary seals are and what a fruitful source of loss they often prove to be in wasted or contaminated goods.

This element of risk is always present when you handle bottled goods, the seals on which are the least bit doubtful. Why not eliminate this possibility of loss entirely by insisting on having all your bottled goods fitted with **ANCHOR CAPS**, the perfectly reliable seals? Besides, they will add immensely to the appearance of your displays, and help to promote quick, profitable sales.

Why not give the Anchor Cap a try out? Put our claims to the test. Ask your wholesaler to supply Anchor Caps on your next order of bottled goods. Display them prominently. Then note results.

As well as providing a secure seal, they will add immensely to the appearance of your display.

Anchor Cap and Closure Corporation of Canada
LIMITED

Sudbury St. W., Foot of Dovercourt Rd.

TORONTO, CANADA



Sealed with Anchor Caps

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND


The Spirit of the Vineyard
Up from the vineyard—clear and pure—with all the fragrance of fresh picked, selected Concords. Just the free, rich juice of the grape scientifically and cleanly pressed and bottled.
That makes
RED WING
the
GRAPE JUICE
With the Better Flavor
When you buy Grape Juice ask for Red Wing—insist on the brand that insures the utmost in purity, quality and flavor.
Send for booklet containing recipes for many grape delicacies. It's free.
WRITE
Lymans, Ltd., Montreal; Dunn Hortop, Ltd., Toronto; W. H. Escott Co., Ltd., Winnipeg; Baird & Peters, St. John, N.B.; A. & W. Smith Co., Halifax, N.S.; Martin & Robertson, Ltd., Vancouver, B.C.
RED WING
GRAPE JUICE
ONE PINT NET

In this Issue—Sugar Exports Boosting Prices

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, APRIL 21st, 1916 No. 16



—the chewing tobacco with the palate-pleasing, non-irritating flavor that appeals at once to every judge of a good chew

"King George's Navy" is made from a specially selected leaf that will not harden while in stock, and preserves its elasticity right down to the last chew. It is cut and packed, so as to give the grocer a good margin of profit.

Connect up with this money-maker. It will give your tobacco department a big boost towards bigger business.

Order to-day.

Rock City Tobacco Co., Limited, QUEBEC and WINNIPEG

CO-OPERATE WITH US
AND DOUBLE YOUR SALES OF

O-Cedar Polish
(MADE IN CANADA)

We are spending thousands of dollars telling your customers of the wonderful qualities of O-Cedar. They know it and want it. It has become a necessity in every home.

Co-operate with us by displaying the polish and the mops prominently in your store and windows, and your sales will double. Show the women of your district that you sell O-Cedar and you will get their orders.

We will be glad to supply you with all manner of advertising matter for displays, and also for your local paper. Write us about it.

Order from your Jobber.

Channell Chemical Co., Limited, 369 SORAUREN AVE., TORONTO, CANADA

See this package?

It is a real big seller everywhere



—a seller because the public appreciate a tea with the delicious, palatable flavor that denotes superior selection and expert blending.

We concentrate entirely on the perfecting of Minto Tea. We carry on no consumer advertising, and the fact that our sales are daily increasing is excellent evidence that Minto Quality puts the "come-back" in every sale.

The amount of money it would cost to advertise it is enclosed in every package of Minto Tea. Tell your customers of this novel idea.

Feature Minto. Recommend it to the particular housewife. She'll come back for more.

Minto Brothers
284 Church Street, - TORONTO

More Salesmanship

More Profits

Know your Goods. If you know the advantage of "Canada First" Evaporated Milk in coffee you can easily increase your milk sales by telling your customers.

And, Mr. Grocer, remember this, your women customers will be delighted with any suggestions you make that will save them time and money as well as improve their table.



Can be whipped just like fresh cream.

(Chill before whipping)

So—tell them how you like "Canada First" in your own coffee in the morning. After you have tried it, take a can home to the breakfast table and prove it out.

Aylmer Condensed Milk Co., Limited

AYLMER, ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

A WOMAN wondered one day what she would have for lunch. On looking through her cook book she found a recipe for serving grated cheese with crackers. She bought a box of McCormick's Jersey Cream Sodas, and the result was even better than she had expected. There are any number of such dishes, any one of which, if McCormick's Sodas are used, will help a woman at her wits' end for something new and appetizing for her table.

McCormick's

Jersey Cream

Sodas

5c, 10c and 25c packages 61



Advertising and Sales

The mission of McCormick advertising is primarily to make sales. It may incidentally do other things but that is its main job. With this idea in view then, it lays stress on cleanliness by showing interior views of the factory; it shows that McCormick biscuits are properly made, baked and packed by illustrating these various processes; it furnishes ideas for new uses bysuggestions and recipes. In a word McCormick advertising is telling the public in an interesting way the very things it has long wanted to know about biscuits and biscuit-making. From this we may reasonably expect increased good-will for McCormick biscuits and larger sales for the man who handles them.

If our traveller should miss you, a post-card will insure regular and prompt attention to your order.

THE McCORMICK MANUFACTURING COMPANY, LIMITED

General Offices and Factory: London, Canada
Branch Warehouses: Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Port Arthur, St. John, N.B.

TEA

With the shortage of tonnage and all the difficulties and delays in connection with bringing goods from the Far East, this is no time to pursue a policy of hand-to-mouth buying, but on the other hand, anticipate your requirements and buy Spot goods when you see them right.

At the present moment we have particularly desirable lines of Ceylon, Indian, Congou and Japan Teas to offer at prices that are right.

Communicate with us, we are Tea Experts and handle tea exclusively, and will be pleased to send you samples and quotations for any tea you desire.

John Duncan & Co.

Established 1866 MONTREAL

Bordens

You will sell more Borden Milk products than any other kind because the public appreciate the superior merits of these
"Leaders of Quality"



Made in Canada
Leaders



Three generations ago Borden Milk Products set the standard for positive purity, a standard that has ever since been consistently maintained. This superiority has been constantly brought before the public in our widespread consumer advertising, with the result that the demand for Borden's is ever-increasing, convincing dealers everywhere that the Borden lines are well worth featuring throughout the year.

Borden Quality is only made possible by exercising the utmost vigilance in selecting and processing the very highest grade milk obtainable. Hence, when selling Borden's, you can confidently recommend each and every one to be as perfect a product as science can produce.

A window display of Borden's makes first sales easy and first sales of Borden's are always followed by more and more. Put our claims to the test by ordering a supply of Borden's to-day.











Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building
Vancouver, B.C.

If any advertisement interests you, tea r it out now and place with letters to be answered.

Century Salt

Pure, even crystals

This is the evidence of the extreme care taken in the refining and packing of **Century Salt**. The salt that is best for table or dairy. Every store should handle **Century**. Order from your wholesaler or direct. We ship promptly. Get our quotation on assorted carloads.

THE DOMINION SALT Co. Limited
SARNIA - ONTARIO

When you sell

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
by Canadian Employes.

H. J. Heinz Company

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto

The quick turnover is what counts

and that is just the reason why you will find it to your advantage to feature

Lytle's Sterling Lines

—the lines with the delicious purity that is only obtainable by using ingredients of the highest quality.

We have built up our splendid reputation on a solid foundation of **quality** and **square dealing**, and the public realize that the "Sterling" trade-mark is a dependable guarantee of unbeatable goodness.

You should concentrate on lines of proven superiority. Only by doing so is it possible to permanently retain old business and attract new customers to your store.

If you are not already a Lytle dealer, why not begin now? Ordering a trial shipment of "Sterling" sellers to-day will be a big step on the road to a worth-while turnover.

WRITE US FOR PARTICULARS

The T. A. Lytle Co. Limited
STERLING ROAD, TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

WHITE SWAN
PURITY OF PURITY

Baking Powder
Coffee
Cream of Tartar
Extracts
Herbs
Cake Icing
Jelly Powders
Mustard
Spices
Yeast Cakes
Flaked Wheat
Diet Flour (For Diabetes)
Health Flour (High Grade Whole Wheat)
Biscuit Flour (Self-Rising)
Buckwheat Flour (Self-Rising)
Pancake Flour (Self-Rising)
Breakfast Food (Flaked Wheat)
King's Food (Flaked Wheat with Premuim)
Wheat Kernels (The Cream of Wheat)
Barley Crisps
Flaked Rice
Flaked Peas

Government Warranty on every package

MR. DEALER:—

You can sell more of a product which you can sincerely recommend from your own experience —consequently more sales will be made more easily, and the profits will be correspondingly greater.

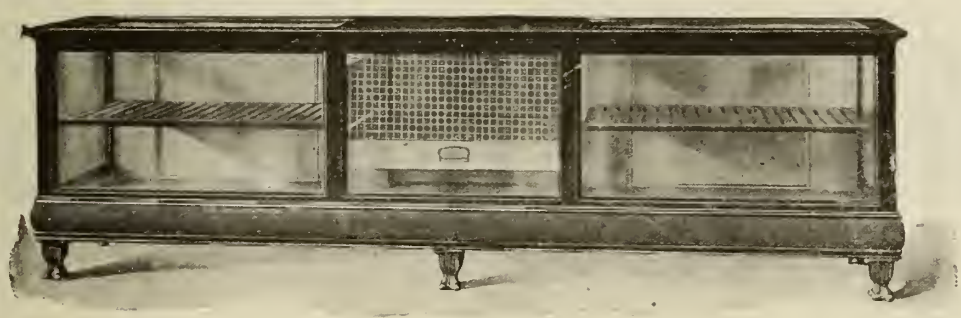
Try some Pancakes made from WHITE SWAN Pancake Flour, and Biscuits made from WHITE SWAN Biscuit Flour. Their lightness and inimitable flavor will at once win your favor.

You know WHITE SWAN Flaked Wheat, but if you have not tried it yourself send us a request for a sample and you will appreciate the lusciousness of its thinner, whiter, larger flakes, which makes it a favorite in so many Grocers' homes.

We will be glad to send you a sample of any WHITE SWAN Goods you may wish to try. FREE UPON REQUEST.

White Swan Spices & Cereals LIMITED

TORONTO, : : : CANADA



John Hillock & Co., Limited

Makers of high-class refrigerators **TORONTO**

Get ready for the hot weather

Fit your store with an Arctic Refrigerator silent salesman.

Perishable goods must be sold quickly during the sultry summer days. Displayed in the Arctic Silent Salesman, they will produce rapid satisfactory sales, without loss through spoilage.

The Arctic is pre-eminently the most satisfactory refrigerator silent salesman on the market. Its handsome appearance will give added tone to your store equipment.

Write for catalog.

If it's PROFITS you want, Sir—Don't overlook the claims of H.P. Sauce

A reliable article, an ever widening demand, and most generous margin for YOU.

Get H.P. in stock—quick!

W. G. Patrick & Co., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.

H.P. SAUCE

If any advertisement interests you, tear it out now and place with letters to be answered.

For Spring Cleaning
Babbitt's Cleanser
The 5 Cent Line



Cleans, Scours, Scrubs, Polishes, Purifies

Full weight package sells at

5 cents

giving double value (and premiums for the trade-marks as well.)

Shows you a good profit and is a sure repeater.

Agents:
WM. H. DUNN Limited—Montreal
DUNN-HORTOP, Limited—Toronto



The New Home of "Holland Rusks"
at Holland, Michigan

The season is just approaching for the big demand on this most wholesome product.

10c packages, $1.45 per Carton of 18
15c " $2.15 " " " 18

Fresh Stock on spot at Toronto.

A window display mailed free on request.

THE HARRY HORNE CO.
Canadian Sales Agents
Toronto - Canada

BROOMS BROOMS

If you want the maximum of quality at the minimum price, write us for our proposition
American Broom Works
St. Bazile de Portneuf, P.Q.

Talking to the Point—

CLASSIFIED ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so productive of the best kind of results.

CLASSIFIED ADS. are always noticed. They are read by wide-awake, intelligent dealers, who are on the lookout for favorable opportunities to fill their requirements.

TRY A CONDENSED AD. IN THIS PAPER.



Clark's Spaghetti

with Tomato Sauce and Cheese

is one of the most popular dishes with the

CANADIAN PUBLIC

To-day

Get right in line for your share of the trade and

STOCK NOW

W. CLARK, LTD. MONTREAL

Clark's

If any advertisement interests you, tear it out now and place with letters to be answered.

Behind the Bolted Door?

by

ARTHUR E. McFARLANE



A gripping detective story starting in the May number of MacLean's Magazine.

It is full of mystery, tense with interest, alive with action, passing strange in plot and incident and baffling until the last paragraph of the last chapter.

Mr. McFarlane is a master-writer of detective stories. He is Canadian-born though he resides at present in New York, and places the bulk of his work with the large American publications.

This latest product of his pen is exceptional in every way. Dr. Laneham, the exponent of a new theory of crime detection, is the most unusual detective that has appeared since Sherlock Holmes.

If you want to enjoy thrills and excitement, and puzzle over mind-defying problems, get the May MacLean's, just out.

This number is one of pre-eminent interest for Canadians. It contains more stories and articles by the best known Canadian writers than any previous number of any Canadian periodical. In fact, **MacLean's** is the only home-made magazine in which the work of the really great Canadian-born writers appears. And the May number excells all previous issues of MacLean's in the strength and interest of its features and the length of its list of illustrious contributors. Here are some:

"Humor as I see It" ..... *Stephen Leacock*
"Speaking of Women" ..... *Nellie L. McClung*
"My Mate," a War Poem .. .. *Robert W. Service*
"If Uncle Sam Went to War?" ..... *Agnes C. Laut*
Brief Statements on National Topics by N. W. Rowell, Sir Herbert Ames, C. C. James, James L. Hughes and J. P. Downey.

MACLEAN'S MAGAZINE

The MacLean Publishing Co.
Limited

143-153 University Avenue, Toronto, Canada

Send for free sample copy

Please send me a free sample copy of May issue of MacLean's Magazine.

Name .....

Address .....

If any advertisement interests you, tea r it out now and place with letters to be answered.

It is easier to sell

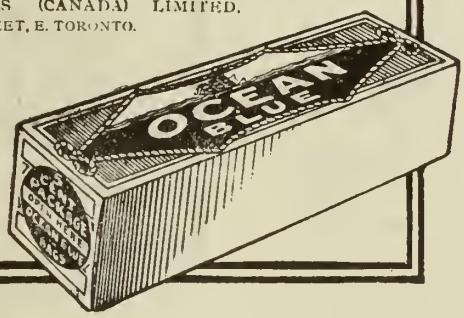
OCEAN BLUE

than not to—after the first packet.

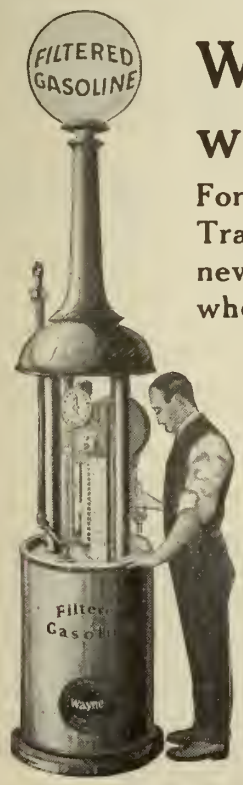
Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED.
23 FRONT STREET, E. TORONTO.

Western Agents For Manitoba: O. F. Lightcap, Winnipeg. For British Columbia and Yukon Creeden & Avery, Rooms 5 and 6 Jones Block, 407 Hastings Street. West. Vancouver







The Wayne Sidewalk Pump

For Gasoline attracts the Trade and keeps it. You never lose a Customer when using a

WAYNE PUMP

Clean Gasoline, Filtered Gasoline and Correct Measure for Your Customer.

Ask us all about it.

Eastern Agents: C. F. Hohlstein, Montreal, Que. Distributors for Canada: National Equipment Co., Ltd., Toronto. Western Agents: D. J. Austin, Winnipeg, Man.; A. H. N. Kennedy, Medicine Hat, Alta.

WAYNE OIL TANK & PUMP CO., Ltd.
WOODSTOCK ONTARIO

RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER

GORDON McDONALD & CO.

having had their operations largely curtailed through the prohibition of many of the lines they used to handle, and also owing to their inability to get any goods from the Continent, are now open to handle fresh lines in Great Britain and Ireland.

They have 32 salesmen working from Aberdeen, in the North of Scotland, to Plymouth in the South of England, 4 men in Ireland, and 2 men working the export trade in London.

They are open to handle any kind of foodstuffs, confectionery, or any article of domestic use, and will either sell on a commission basis or buy the goods right out for their own account.

References can be given to large Canadian manufacturers with whom they are already doing business.

Cables: "DONABLE," LONDON

GORDON McDONALD & CO.

13, Northumberland Alley, Fenchurch St., London, E.C.

Manufacturers' Agents and Grocery Jobbers

If any advertisement interests you, tear it out now and place with letters to be answered.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality
—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO



Have No Hesitation
in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

No. 45

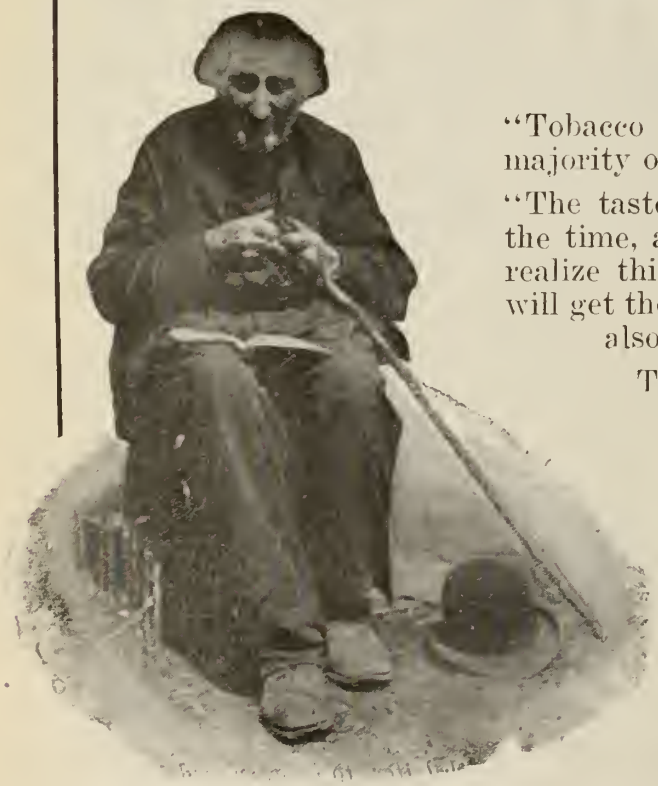
Call me "Old Bob"!

(Canada's 105-year-old Pioneer)

Sell Better Tobacco

"Tobacco is tobacco to some men, but not to the majority of them.

"The taste for good tobacco is growing stronger all the time, as far as I can see, and the sooner grocers realize this and keep only the best, the sooner they will get their share of the men's trade, for tobacco and also for household lines."



The Grocer who sells

King George's Navy

—Canada's popular chewing tobacco—is on the right road. It gets the trade of the laboring man as well as the better trade. It has a big pull.



Rock City Tobacco Co., Ltd.
Quebec and Winnipeg

"A letter that is worth more than money. To make a few friends such as Mr. Hunter would be a good reward for a lifetime of hard work."

—T. H. Estabrooks.

Harvey Station, York Co., N.B.
April 11th, 1916.

Messrs. T. H. Estabrooks Co., Ltd.,

St. John, N.B.

Dear Sirs:—

Please find enclosed cheque $34.56 in payment of invoice March 16th.

As I have sold my business here, this will probably be our last transaction and I take this opportunity to thank you for the many kind favors shown to me in the 22 years of our business relations which have always been very pleasant.

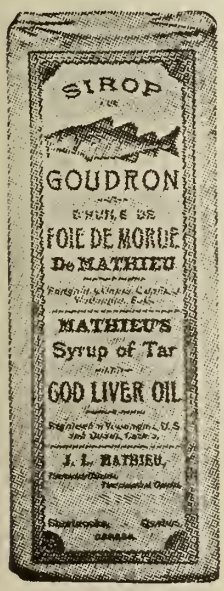
I have handled Red Rose Tea ever since you put it on the market and during the last 14 years have handled it altogether. Not a pound of any other tea except Red Rose and to the entire satisfaction of my customers. If I had remained in business I would certainly have continued to handle it and I trust the same pleasant dealings will continue with you and my successor.

Wishing you all success in your business.

Yours truly,

S. B. HUNTER.

This changeable weather means that colds will be prevalent



and actual statistics show a regular epidemic to be raging throughout Canada.

You can do your share at helping to stop the epidemic of colds, La Grippe and Pneumonia by stocking and pushing

Mathieu's Syrup
of Tar and Cod Liver Oil

It is the most effective preventive and remedy for colds in every stage.

Stock up now and keep it on display where your customers will see it. *Recommend Mathieu's Syrup.*

J. L. Mathieu Co., *Proprietors*
SHERBROOKE, QUE.

Get a Eureka and don't mind the thermometer

Even if it registers 90 in the shade you can rest assured that the Eureka Refrigerator will preserve your perishable goods absolutely secure against spoilation and yet display them in such a way as to promote quick sales.



There are many different models of Eurekas—there is one that would just suit your store. An examination of the Eureka catalog will convince you that this refrigerator is the most practical one for you.

Send for a copy.

REPRESENTATIVES:—James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.

EUREKA REFRIGERATOR COMPANY
LIMITED
31 Brock Avenue - - TORONTO

Robinson's "Patent" Barley
and
Robinson's "Patent" Groats

Get your stock of these popular cereals off the shelves and arrange it in an attractive window or counter display—some place where your customers will notice it. Robinson's "Patent" Barley and "Patent" Groats are well known to all your customers. They are going to buy Robinson's somewhere.

Why not get this profitable trade?

Keep Robinson's "Patent" Groats and Robinson's "Patent" Barley well to the front. Get them from your nearest wholesaler.

AGENTS FOR THE DOMINION OF CANADA

MAGOR, SON & CO., Limited

30 Church Street, TORONTO — 191 St. Paul Street West, MONTREAL



GOLD DUST
A STEADY SELLER



You don't have to argue for Gold Dust.

It moves from your shelves rapidly because housewives have used it for years—they know exactly how it saves them work in scrubbing floors, washing dishes, and countless other household tasks that were a drudgery until the advent of Gold Dust.

A good stock of Gold Dust means that you won't disappoint any of your best customers. How is your stock?



THE N. K. FAIRBANK COMPANY
LIMITED
MONTREAL



"Let the GOLD DUST TWINS do your work."

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

VOL. XXX TORONTO, APRIL 21, 1916 No. 16

Sugar Exports Boosting Prices!

Exports From North America to Europe Looming Us as Biggest Factor in Regard to Quotations—Supersedes the Difficult Ocean Freight Problem—Figures That Explain The Situation

THE question of an increased European consumption of North American sugar is daily assuming larger proportions in its relation to the rising tendency of prices and begins to supersede the question of ocean freights in its importance as a factor in determining future prices of sugar.

Increased exportation from the United States is threatened. At present the monthly shipments to Europe exceed the average annual exportation for the last ten years previous to the war. In 1915 there was a total of one billion pounds exported, as compared with 522,000,000 in 1914, and 100,000,000 in 1913. The latter figure represents the largest amount of any one year's shipment for 100 years previous to the war; now, every month, that much at least is shipped out. The month of October, 1915, showed 220,000,000 lbs. exported largely to Great Britain, France and Italy, as these countries now represent the present European market for America's sugar. Previous to the war, they depended upon the beet sugar supplies of Europe; since the war they have bought $75,000,000 worth of sugar in the U.S., as compared with $2,000,000 worth in a period of equal duration previous to the declaration of war.

Deliveries Are Difficult

Such is the demand for sugar, so high are ocean freights and so scarce is tonnage that delivery has become the important feature and freight carrying charges have been relegated to second place in the decision. Cuba, the largest producer of cane sugar in the world is sending supplies direct by railway train to the refineries of New York and Philadelphia. Hawaii is sending her raw sugar by fast steamers to Pacific coast points, and thence in through cars for the journey across the continent in preference to the old route by way of South America and the Magellan Straits. The opening of the Panama Canal by the middle of April may have some influence on the freight situation in regard to Hawaiian supplies at least but according to reports, supplies awaiting shipment to the Pacific Coast are so few that the situation is likely to remain the same for some time at least.

The total quantity of sugar brought into continental United States in 1915, as shown by the official records of importation was: From Cuba, 4,800,000 pounds; Hawaii, 1,260,000,000 pounds; Porto Rico, 638,000,000 pounds; Philippines, 188,000,000 pounds; South America, 127,000,000 pounds; Santo Domingo, 77,000,000 pounds; and other countries, 84,000,000 pounds. In addition to this the beet fields of the United States contributed approximately 1 750,000,000 pounds, and the cane fields about 350,000,000 pounds. The official valuation of the sugar imported from foreign countries in 1915 was $175,000,000. Hawaii $55,000,000, Porto Rico $30,000,000, Phillippines $5,000,000, while the value of the beet and cane sugar product in the United States is estimated at approximately $100,000,000.

WATCH FOR SPRING AND SUMMER SALES NUMBER

Next week the Annual Spring and Summer Sales Number of CANADIAN GROCER will be issued. As this issue will contain a great deal of valuable information on developing summer business, every reader should make a careful study of it. How various merchants are maintaining business during the warm weather months will undoubtedly be most advantageous.

See that you get your copy.

Situation Apparently Strong

It is thought that present crop estimates are not likely to show any material increase, so that in view of the prevailing rate of exportation the position of sugar becomes stronger. A simple mathematical problem of deducting from the total amount of sugar available for the U.S., the annual consumption of that country, and figuring the 1916 exports from the U.S. on a basis of the total for the first three months of the year, it becomes plainly evident that the exports cannot be shipped out at the same rate if home consumption is to be cared for. In any event the conclusion is that sugar will reach a price that will curtail consumption, both in U.S. and abroad. The total of supplies available amount to about 5,000,000 tons; the U.S. consumption is practically under 4,000,000 tons, leaving available for export 1,000,000 tons. In the first three months there were shipped to Europe 203,000 tons of refined sugar and 211,000 tons of raw sugar from Cuba, so that on that basis it will be seen that the amount available for the year does not equal the foreign demand based upon present shipments.

This article, however, presents merely one angle of a many-sided situation. No man can say when the war will be over and although many may prophesy, none can determine just exactly what effect the cessation of war will have upon sugar prices and whether or not Central Europe is hoarding sugar with which to flood the world or the reverse. The view from this angle of exports and supplies, is that the present strong position of sugar cannot be lessened in the near future by any happening short of a peace that discloses vast reserves in Central Europe, while a large variety of possibilities occur as likely to further enhance the price of the commodity in the world's markets.

Analysis of Thirty-Three Cent Paint

Toronto Hardware Merchant Secured Analysis of 33c Paint From Department of Inland Revenue, Canada—What Sample Contained — Reproductions of Advertisements and Correspondence With Department

GENERAL merchants throughout the country who sell paint, will be interested in articles in the last two issues of Hardware and Metal, a paper published for the hardware trade by the MacLean Publishing Co., on the subject of the T. Eaton Co., selling paint at 33 cents per quart.

The following are extracts:

There is reproduced herewith in reduced size, a letter received from the Department of Inland Revenue, Ottawa. The letter refers to an analysis of a sample of mixed paint, which had been submitted to the department with a request for an analysis. The analysis was made at request of Morris Phillips, a hardware merchant at 686 Bloor street, west, Toronto.

In the Toronto Daily Star of February 2, 1916, a portion of the full page advertisement of the T. Eaton Co., featured mixed paint at 33 cents per quart.

Two days later, Feb. 4, another advertisement appeared, and a portion of the advertisement featured paint, as shown in the reproduction on this page. This advertisement stated in part, "Don't judge the paint by the price. It contains all that a first-class paint should contain, and is carefully ground and blended, containing only pure lead, pure zinc, pure dry colors, and pure linseed oil."

On February 7, accompanied by an officer from the Inland Revenue Department, Mr. Phillips went to the store of the T. Eaton Co., Ltd., Toronto, and purchased two quarts of paint (inside white) which had been previously advertised in the Toronto Star of Feb. 4, and delivered same to H. R. Frankland, collector of Inland Revenue at Toronto. Mr. Frankland was requested to forward one can of paint to the Inland Revenue Department, at Ottawa, for analysis. Mr. Frankland forwarded one of the cans to Ottawa, together with the invoice, advertisement and a letter from Mr. Phillips, to the Department of Inland Revenue at Ottawa, with the request that the paint be analysed.

Mr. Phillips' letter follows:

Toronto, February 7th, 1916.

H. R. Frankland, Esq.,
Deputy Collector of Inland Revenue,
12 Toronto street, Toronto.

Dear Sir:

I desire to call your attention to an advertisement of the T. Eaton Company, Limited, published in the Toronto "Daily Star," of February 4th, 1916, dealing with the sale of a certain mixed paint which is offered at 33 cents a quart and described in the ad. as composed of only pure lead, pure zinc, pure dry colors and pure linseed oil. My belief is that it does not contain the above mentioned ingredients in the pure form and I therefore request you to have an analysis of it made for the purpose of determining the truth or falsity of the above referred to advertisement, because it is very unfair to the manufacturers of and dealers in paints and to the general public who are the purchasers and users, in the event of its turning out that the above described description of the said paint is incorrect and untrue.

Yours truly,
MORRIS PHILLIPS,
686 Bloor street, W.

According to a statement by H. R. Frankland, collector of Inland Revenue, he received on March 2 from the department at Ottawa, an analysis of the paint in question. On March 14, Mr. Frankland supplied Mr. Phillips with a copy of a letter which the former received from Ottawa. The letter reads as follows:

Deputy Minister's Office

Ottawa, March 10, 1916.

Mr. H. R. Frankland,
Collector Inland Revenue,
Toronto, Ontario.

Dear Mr. Frankland:

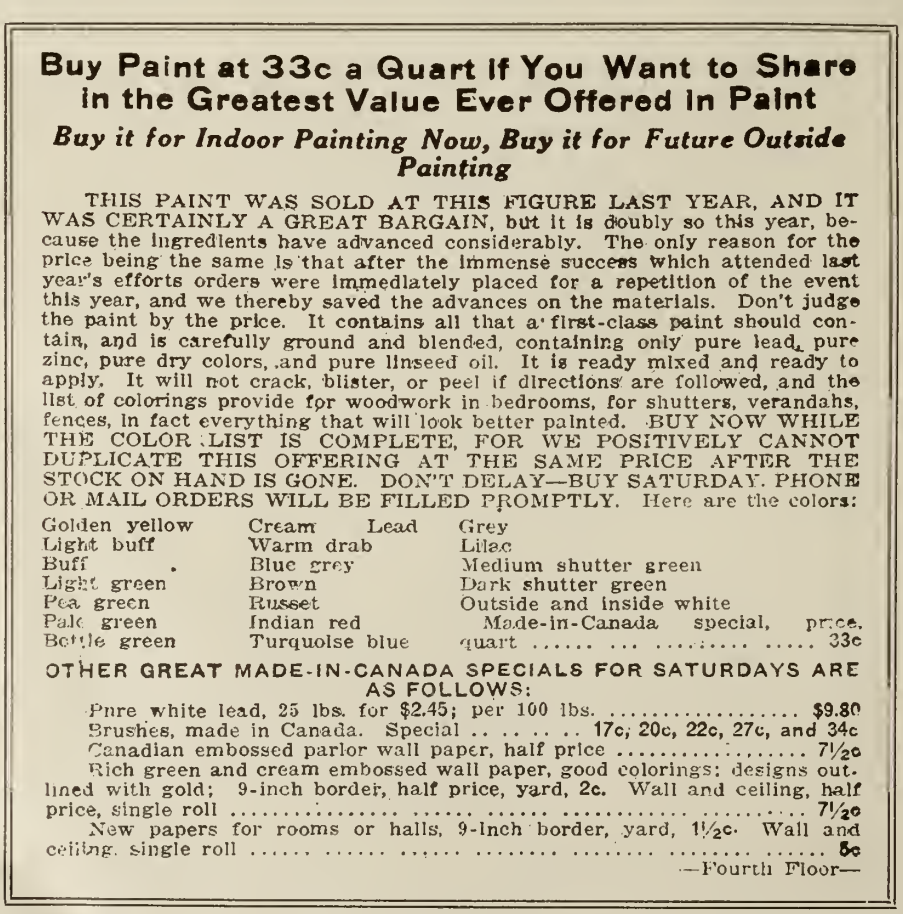
Re Paint sold by the T. Eaton Co., at Thirty-three Cents per Quart:

The T. Eaton Co. have written to the department, stating that the advertisement which accompanied the sale of their paint at thirty-three cents a quart had been prepared inadvertently.

However, the offence committed by this company does not come within the control of this department.

Section 38 of the Adulteration Act enacts that whenever **Dry White Lead in Oil** is sold, with a label having the word "pure" or "genuine" printed on it, that the white lead must conform to the standard set in Schedule four of the Adulteration of Foods Act.

Apparently the paint sold by the T. Eaton Co. was labeled as follows: "Durable Mixed Paint, Inside White." This being the case, Sec-



Buy Paint at 33c a Quart If You Want to Share in the Greatest Value Ever Offered in Paint

Buy it for Indoor Painting Now, Buy it for Future Outside Painting

THIS PAINT WAS SOLD AT THIS FIGURE LAST YEAR, AND IT WAS CERTAINLY A GREAT BARGAIN, but it is doubly so this year, because the ingredients have advanced considerably. The only reason for the price being the same is that after the immense success which attended last year's efforts orders were immediately placed for a repetition of the event this year, and we thereby saved the advances on the materials. Don't judge the paint by the price. It contains all that a first-class paint should contain, and is carefully ground and blended, containing only pure lead, pure zinc, pure dry colors, and pure linseed oil. It is ready mixed and ready to apply. It will not crack, blister, or peel if directions are followed, and the list of colorings provide for woodwork in bedrooms, for shutters, verandahs, fences, in fact everything that will look better painted. BUY NOW WHILE THE COLOR LIST IS COMPLETE, FOR WE POSITIVELY CANNOT DUPLICATE THIS OFFERING AT THE SAME PRICE AFTER THE STOCK ON HAND IS GONE. DON'T DELAY—BUY SATURDAY. PHONE OR MAIL ORDERS WILL BE FILLED PROMPTLY. Here are the colors:

Golden yellow	Cream	Lead	Grey
Light buff	Warm drab		Lilac
Buff	Blue grey		Medium shutter green
Light green	Brown		Dark shutter green
Pea green	Russet		Outside and inside white
Pale green	Indian red		Made-in-Canada special, price, quart 33c
Bottle green	Turquoise blue		

OTHER GREAT MADE-IN-CANADA SPECIALS FOR SATURDAYS ARE AS FOLLOWS:

Pure white lead, 25 lbs. for $2.45; per 100 lbs. $9.80
Brushes, made in Canada. Special .. .. 17c, 20c, 22c, 27c, and 34c
Canadian embossed parlor wall paper, half price 7½c
Rich green and cream embossed wall paper, good colorings; designs outlined with gold; 9-inch border, half price, yard, 2c. Wall and ceiling, half price, single roll 7½c
New papers for rooms or halls, 9-inch border, yard, 1½c. Wall and ceiling, single roll 5c

—Fourth Floor—

Reproduction of a portion of the Eaton advertisement which appeared in a Toronto daily paper on February 4, 1916.

tion 38 would not apply, and the department has, therefore no power to interfere.

You might perhaps explain to Mr. Morris Phillips that his resource is a civil one against the T. Eaton Co., and possibly also a criminal one, under the Criminal Code, for mis-representation and fraud.

However, he should consult his solicitor.

Yours very truly.
J. U. VINCENT,
Deputy Minister.

Up to this time Mr. Phillips had not received an analysis of the paint, and on March 14 he wrote the department at Ottawa as follows:

Toronto, March 14.
The Deputy Minister of Inland Revenue,
Ottawa, Ont.
Dear Sir:

Referring to the analysis of certain paint purchased by me from the T. Eaton Co., and supplied to your Collector of Inland Revenue here, Mr. Frankland, I would be obliged if you would kindly send me a copy of the analysis, as it appears in your letter to him of the 2nd instant.

I saw Mr. Frankland to-day and he read over the various items alleged to comprise the paint in question, but he thought it would be better for me to get a copy of this analysis direct from you.

Trusting that you will be able to let me have such copy of the analysis at an early date. I am,

Yours truly,
MORRIS PHILLIPS,
628 Bloor street, West.

No reply having been received by March 23, Mr. Phillips, despatched a telegram as follows:

J. U. Vincent,
Deputy Minister Inland Revenue,
Ottawa.

"Have not received reply to my letter March 14, asking for copy of analysis of paint submitted February 7. Please wire immediately reasons for delay."

MORRIS PHILLIPS.

A reply was received by Mr. Phillips on March 25. In this letter the assistant deputy minister and secretary has included some advice which was not asked for. The letter read as follows:

Ottawa, 24th March, 1916.
Mr. Morris Phillips,
686 Bloor street west,
Toronto, Ont.
Sir:—

I acknowledge receipt of your communication of the 14th inst., and wire of yesterday's date, requesting to be furnished with a copy of analysis of the sample of paint which you forwarded as having purchased from the T. Eaton Company, Ltd., Toronto, Ont.

DEPARTMENT OF INLAND REVENUE
CANADA

All correspondence to be addressed to the Deputy Minister

Refer to File No 110256

Ottawa 29th March, 1916

W.W.Hodges Esq.,
Barrister &c.,
2 Toronto Street. Toronto,Ont.

Sir:-

I acknowledge receipt of your communication of the 27th instant, with enclosed money order for $5.00 covering payment of the fee for analysis of a sample of " Mixed Paint " alleged to have been purchased from The T.Eaton Company Ltd., by Mr. Morris Phillips.

In reply, I beg to advise that according to the report of the Chief Analyst, the sample submitted is found to contain:-

" Pigment 57.44% Vehicle 42.56%

The Pigment above referred to has the following composition:

Basic Carbonate of Lead	0.80%	Lead Sulphate	0.74%
Zinc Oxide	8.21	Barium Sulphate	17.17
Zinc Sulphide	11.71%	Silica & Silicates (by difference)	18.81%

The article is of exceedingly low value as a paint The pigment essentially consists of Barium Sulphate and Silicate which have very little covering power. The amount of lead contained in it is very small indeed

The statement in the advertisement that " it contains all that a first class paint should contain " is certainly incorrect and misleading. "

I remain, Sir,
Your obedient Servant,
Geo. Taylor
Asst. Deputy Minister & Secretary

GWT:L

Above is a reproduction, in reduced size, of the letter received from the Department of Inland Revenue, Canada.

I may say in reply, that as the fee of $5 charged for work of this nature was not paid, the department does not feel justified in furnishing you with the information desired. Moreover, should the object in procuring same be to secure evidence whereby to enter an action against the alleged vendors it would without doubt fail of its purpose, since the legal formalities have not been complied with.

I remain, Sir,
Your obedient servant,
GEO. W. TAYLOR,
Asst. Deputy Minister and Secretary.

The reply to the foregoing was forwarded by Mr. Phillips through his solicitor as follows:

Toronto, March 27th, 1916.
The Honourable,
The Minister of Inland Revenue,
Ottawa, Ont.
Dear Sir:

Referring to your Mr. Taylor's letter of the 24th inst., addressed to Mr. Phillips, of 686 Bloor street west, about the analysis of certain paint which was submitted to your department some time ago, and in which letter Mr. Taylor says that the fee of $5 required for the work done in this matter had not been paid. I may say that this is the first intimation we received that a fee of $5 or a fee at all was required to be paid. However, in order to secure a copy of the analysis in question which was contained in a letter from Mr. Vincent to Mr. Frankland, dated the 2nd inst., I herewith en-

close a Post Office order for $5—the amount named by Mr. Taylor as the fee for the work in question and will ask you, therefore, to kindly let me have a copy of the analysis as appeared in the Deputy's letter of the 2nd inst., to Mr. Frankland, here, by return mail if convenient.

As to what our object may be in procuring this information, I will not enter into any discussion of that just now.

Yours truly,
W. H. HODGES.

The reply to the foregoing letter, received by Mr. Hodges, and turned over to Mr. Phillips, is as follows:-

March 29, 1916.

W. H. Hodges, Esq.,
Barrister, etc.,
2 Toronto street, Toronto, Ont.

Sir,—I acknowledge receipt of your communication of the 27th instant, with enclosed money order for $5.00 covering payment of the fee for analysis of a sample of "Mixed Paint" alleged to have been purchased from the T. Eaton Company, Ltd., by Mr. Morris Phillips.

In reply, I beg to advise that, according to the report of the chief analyst, the sample submitted is found to contain:—

Pigment, 57.44%; vehicle, 42.56%.

The pigment above referred to has the following composition:—

Basic carbonate of lead	0.80%
Zinc oxide	8.21
Zinc sulphide	11.71%
Lead sulphate	0.74%
Barium sulphate	17.17
Silica and silicates (by difference)	18.81%

The article is of exceedingly low value as a paint. The pigment essentially consists of barium sulphate and silicate, which have very little covering power. The amount of lead contained in it is very small indeed.

The statement in the advertisement that "it contains all that a first-class paint should contain" is certainly incorrect and misleading.

I remain, sir,
Your obedient servant,
GEO. W. TAYLOR,
Asst. Deputy Minister and Secretary.

DEPARTMENT OF INLAND REVENUE
CANADA

110256

Ottawa 11th April, 1916

W.H.Hodges Esq.,
Barrister &c.,
2 Toronto Street,
Toronto, Ont.

Sir:-

I acknowledge receipt of your communication of the 31st ultimo, requesting further information in connection with the vehicle present in a sample of Mixed Paint recently analyzed, and alleged to have been purchased from The T.Eaton Company Limited.

In reply, I beg to advise that the vehicle shows the following :-

Specific Gravity at 15.5°C	0.906
Refractive Index at 25°C	1.4700
Saponification Number	166.4
Unsaponifiable Residue	0.90%
Evaporation Test Loss at 150°C	17.36%

These results prove that the article in question is not Linseed Oil

I remain, Sir,
Your obedient Servant,
Asst. Deputy Minister & Secretary

Reproduction of letter containing copy of analysis of vehicle or liquid portion sold at 33c a quart.

Analysis of the Vehicle

According to the analysis of the vehicle by the Inland Revenue Department, which has been submitted to W. H. Hodges, barrister, of Toronto, representing Mr. Morris Phillips, it is stated that the vehicle is not linseed oil. In the analysis sent by the Department of Inland Revenue to Mr. Hodges under date of March 29, 1916, the paint was shown to contain 57.44 per cent. pigment and 42.56 per cent. vehicle. As this analysis made no mention of the contents of the vehicle, or in other words, the liquid portion of the paint, Mr. Phillips requested his solicitor to write the department at Ottawa asking that an analysis of the vehicle be forwarded.

The letter written by Mr. Hodges on behalf of Mr. Phillips requesting an analysis of the vehicle is as follows:

Toronto, March 31, 1916.

George W. Taylor, Esq.,
Assistant Deputy Minister and
Secretary Inland Revenue Dept.,
Ottawa.

Dear Sir,—I duly received your favor of the 29th inst., containing an analysis of the paint that was submitted some weeks ago for that purpose.

The parties to whom I submitted it say that the analysis did not cover the vehicle which you will understand to be the liquid portion of the composition. The Eaton advertisement stated that the paint contained pure linseed oil. The analysis does not disclose whether it does or does not. Could you not supplement this analysis by saying what the contents of the vehicle are, and oblige.

Yours truly,
W. H. HODGES.

Under date of April 11, the assistant deputy minister and secretary of the Department of Inland Revenue wrote to Mr. Hodges with respect to the vehicle. His closing paragraph states that the analysis proves that the vehicle is not linseed oil. In the advertisement of the T. Eaton Company, which appeared in the Toronto Daily Star on Feb. 4, it was stated:

"This paint was sold at this figure last year, and it was certainly a great bargain, but it is doubly so this year, be-

cause the ingredients have advanced considerably. The only reason for the price being the same is that after the immense success which attended last year's efforts orders were immediately placed for a repetition of the event this year, and we thereby saved the advances on the materials. Don't judge the paint by the price. It contains all that a first-class paint should contain, and is carefully ground and blended, containing only pure lead, pure zinc, pure dry colors, and pure linseed oil."

The letter with respect to the analysis of the vehicle is as follows:

Ottawa, 11th April, 1916.

W. H. Hodges, Esq.,
Barrister, etc.,
2 Toronto street,
Toronto, Ont.

Sir,—I acknowledge receipt of your communication of the 31st ultimo, requesting further information in connection with the vehicle present in a sample of mixed paint recently analyzed, and alleged to have been purchased from the T. Eaton Company, Limited.

In reply, I beg to advise that the vehicle shows the following.

Specific gravity at 15.5 deg. C.	0.906
Refractive index at 25 deg. C..	1.4700
Saponification number	166.4
Unsaponifiable residue	0.90%
Evaporation test loss at 150 deg. C.	17.36%

These results prove that the article in question is not linseed oil.

I remain, sir,
Your obedient servant
G. W. TAYLOR,
Asst. Deputy Minister and Secretary.

RESOLUTIONS OF N. B. MERCHANTS

The annual convention of the New Brunswick Retail Merchants' Association (their second) was held in Fredericton on April 12 and 13. Officers for the coming year were elected as follows:—President, A. Murray, Fredericton; first vice-president, F. W. Daniel, St. John; second vice-president, W. G. DeWolfe, St. Stephen; treasurer, Allan McIntyre, St. John. The appointment of the provincial secretary was left in the hands of the executive. The next place of meeting will be either Moncton or St. Stephen, the choice being left to the executive. E. M. Trowern, Toronto, secretary of the Dominion Board, was presented and addressed the convention.

Resolutions were adopted as follows:

"That the Provincial Government be asked to arrange for a system of bonding for every collecting agency doing business in the province."

"That the Dominion Board be urged to secure a Dominion Act to allow manufacturers and others to fix retail prices to protect their trade marks."

"That the retail merchants will use their best endeavors to prevent the handling or selling of goods of all countries now at war with the Allies, and at the same time to encourage the sale of goods of Canadian manufacture."

"That we would recommend that all stores and places of business in Canada be called by Canadian names, and that in all advertising "Made-In-Canada" goods should be emphasized."

On Wednesday evening the delegates were the guests of the business men of Fredericton at dinner in the York Hotel.

Grocers Get Together on Delivery

Several of Them in Chatham, Ont., Work Under General System and Claim to be Saving Money—One Grocer Saves $4 or $5 Weekly—How System Operates.

On various occasions Canadian Grocer has described the co-operative delivery systems in vogue in different towns in Western Ontario. This sort of delivery has been tried out in Galt, St. Mary's, St. Thomas, Simcoe, and other centres, and is also in vogue in Chatham, Ont. In the majority of these places at least, where grocers have gone into the system, it appeals to them very much and there are to be found many warm friends of it.

While in Chatham recently a Canadian Grocer representative discussed the matter with R. P. Bradley, of Bradley & Son. "It certainly is one of the finest things we know of," said Mr. Bradley. "It eliminates a great deal of bother and at the same time saves us much money during the year. The majority of the merchants here are in it, and by paying so much a week, according to the amount of business they do, we save probably four or five dollars weekly. If we did not have this system we would have to have at least two waggons here, which would cost us considerable money to maintain, as well as wages of drivers. As it is now one firm handles the entire deliveries of all the merchants who are in the proposition, which I understand includes about eight grocers and six dry goods firms. There is no worry connected with it, no runaways for which we have to suffer, and as deliveries are made at certain hours of the day—that is 9.15 and 11 a.m. in the morning, and 2.30 and 5 p.m. in the afternoon—we have a splendid reason for refusing to send rush parcels for which customers occasionally telephone. Because so many of us are in the system customers know they cannot get any of our competitors to deliver these rush goods. Naturally, this saves us a lot of bother. All we have to do is simply point out that the delivery has gone and express our regret that the goods could not go sooner. We, of course, tell the customer they will be sent out with the next delivery at such and such an hour."

It will be noted that Mr. Bradley saves $4 or $5 a week by being connected with this co-operative delivery system which means about $200 a year. This is certainly quite a saving in one item of expense alone.

BULK SALES BILL THROWN OUT AGAIN

The Ontario Bulk Sales Bill which was introduced a couple of weeks ago by W. D. McPherson, M.P.P., has once again been discarded by the Legislature. The final discussion and vote took place on Tuesday night last in the chamber with the above result. The opposition came from the Retail Merchants Association which body felt that it was not in their interests, the way in which it was worded. Last year the bill was framed to suit both wholesalers and retailers but it did not go through at that time.



Private M. T. Sears' name appears in a recent casualty list as suffering from shock. He enlisted from Toronto with the 74th, leaving Sealey's grocery store to do so. He went to England on September 30, and was only in the Old Land for a few months when he was transferred to the 36th Battalion. After arriving in France on March 1 he was again moved to the 42nd Battalion.

SERVICE DEPARTMENT

Editor Canadian Grocer.—Please furnish us with name of two or three wholesale fruit houses in Montreal.

H. J. BURTON,
St. Andrews, N.B.

Editorial Note.—These names have been sent by mail.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, *President.*
H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—
Montreal — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. **Toronto**—143-153 University Ave.; Telephone Main 7324. **Winnipeg**—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—
New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. **Chicago**—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. **Boston**—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—
London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London, England.

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Vol. XXX. **TORONTO, APRIL 21, 1916** **No. 16**

SMALLER TOMATO TIN AS STANDARD

CANNERS of vegetables and fruits in Ontario have decided this year to adopt as far as possible the 2½-lb. tin for tomatoes, baked beans and some fruits, instead of the usual 3-lb. tin. The idea of this, no doubt, is on account of the prices on canned tomatoes and baked beans advancing so sharply during the past six or eight months. The canners are anxious to produce a tomato tin, etc., that will sell to the consumer at a popular price, and still allow a margin of profit for themselves and the trade. The experience with a No. 3 tin is that it can seldom be got down to the popular price basis and this injures the consumption greatly.

Some canners predict that this is the beginning of the end of the No. 3 tin as a standard size, and that several other lines will follow. In peas and corn the standard size of course has been the No. 2 tin.

ACT RE FALSE ADVERTISING

ADVERTISERS and retailers should always bear in mind the provisions of the amendment to the Criminal Code (Chap. 24) relating to misstatements in advertising. It is unlawful to knowingly publish or cause to be published any advertisement, for promoting the sale of an article, containing any false statement or false representation which is likely to or is intended to enhance the price or value of such article, or promote the sale thereof, etc., etc. Every merchant should carefully study the provisions of the Act, assented to June 12, 1914 and which are reproduced herewith:

"His Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows:

"1. The Criminal Code, chapter 146 of the Revised States, 1906, is amended by inserting the following section immediately after section 406 thereof:

"406a. Every person who knowingly publishes or causes to be published any advertisement for either directly or indirectly promoting the sale or disposal of any real or personal movable or immovable property, or any interest therein, containing any false statement or false representation which is of a character likely to or is intended to enhance the price or value of such property or any interest therein or to promote the sale or disposal thereof shall be liable upon summary conviction to a fine not exceeding two hundred dollars or to six months' imprisonment or to both fine and imprisonment."

PARIS GREEN SHORTAGE PREDICTED

GENERAL stores will be interested in information about the Paris Green market. It does not require a prophet, nor yet the seventh son, to make a reasonable prediction that there will be a shortage of Paris green before the present season is through—and the logical business effect of short supplies is higher prices. About the only thing that could upset this prediction would be a kind Providence, which would interfere with the usual activity of insect pests; while on the other hand, a bad season in this respect is likely to lead to a serious situation.

With the prices of raw materials soaring, manufacturers both in Canada and the United States have cut down their production considerably. The fact that the opening price in the Canadian market was 38¾c per pound as compared with 16¼c at the opening a year ago indicates what the higher cost of materials has already meant, and manufacturers say that even higher prices are now warranted. A manu-

facturer points out that, under ordinary conditions, if business in one year is light, the surplus can be held over until the next season; but that this cannot be done on account of the high and uncertain prices of materials. Paris green carried over represents capital tied up for seven or eight months, and at present costs manufacturers cannot afford to finance production on a scale to warrant this. The result has been that some plants have closed down entirely, and the usual policy has been to curtail output. Conditions do not warrant gambling on a heavy demand, and for this reason makers generally are prepared for light business only.

American makers of Paris green are of the opinion that the production for 1916 will be about 60 per cent. of the normal output, and Canadian manufacturers are in about the same position. As the facilities for manufacturing are limited, while the greatest difficulty exists in obtaining the necessary ingredients, due not only to an actual shortage of materials, but to freight congestion and other factors, trade interests assert that the chance of turning out Paris green at the time of a rising demand is extremely limited.

The four main raw materials required in the manufacture of Paris green are sulphate of copper, or blue vitriol, arsenic, soda ash and acetic acid. All are scarce at the present time and held more dearly than during other years.

DISPLAY SEEDS NOW

THE seed season is here again in earnest. During the past ten days or so we have been favored with some fine spring weather, so that thoughts of back-yard enthusiasts are turning to seeds. Even where it is too early to plant seeds out in the open, there are many who start them under glass at this early date and earlier, so as to be prepared for the time when there will be no frost.

Displays of seeds, therefore, are in order. In fact, there were many people buying seeds two and three weeks ago, simply because they were on display in grocery stores.

Seed displays, too, create a spring-like appearance and actually encourage sales in other lines.

Last year was a very important one from the standpoint of the backyard and this year there is predicted another big sale for seeds. The grocery store that displays them most prominently is bound to get its share and a little more of the business.

USE THE PAPER BALER

FOR several weeks past CANADIAN GROCER has, through its weekly market reports, directed attention to the shortage of paper, waste paper and rags. The matter has now been taken up by the Department of Trade and Commerce and last week a poster, signed by Sir George E. Foster, Minister of Trade and Commerce, has been sent out, advising the public of the serious shortage of raw materials, including rags and old papers. The Department points out the necessity of stopping the waste, and requests the public to save all waste paper and rags and dispose of them through the usual channel of collectors and dealers.

The grocery trade, probably more than any other, can assist in this campaign. A similar campaign was inaugurated in the United States some time ago. A paper baler in which can be thrown all waste paper to be sold to paper dealers should soon pay for itself.

CLEAN ADVERTISING

IT IS worth something to know that advertisements which are inserted in a trade paper are clean and dependable. In the United States there is an organization known as the Association of National Advertisers which makes it a principle to ask publishers to declare themselves with respect to certain questionable classes of advertising. For instance, there are the advertisements for cancer cure, men specialists, fortune-telling, advertisements of real estate and financial concerns that one would personally consider questionable, matrimonial bureaus, and other classes of advertising which might gull the public.

In the case of very many of the newspapers they have been unable to answer these questions in a creditable manner. There are numerous forms of advertising which get into the trade paper that would gull its readers if careful scrutiny and selection were not exercised. It is one of the business principles of CANADIAN GROCER to exercise the greatest care possible in safeguarding its readers. It is our settled business policy never to solicit advertising from a source that may be at all questionable. Furthermore, on our advertising contracts we always reserve the right to cancel an advertisement. This is done in case it turns out that the firm carrying the advertising is not all that we had expected it to be.

Merchants who have occasion to peruse the advertising pages of this paper can feel assured that the greatest of care has been exercised on their behalf in this process of selection. It is our aim to make our advertising of the most reputable and trustworthy kind. Many advertisements have been rejected because we have felt that they might be of the questionable sort.

THE SPRING and Summer Sales Number will contain a splendid article on how a large grocer keeps a complete set of books, so that he always knows exactly where the business is at.

The Pepful Land of the North

The Only Town Between North Bay and the North Pole—Faith That Made an Empire Possible —Huskies and Pulp Wood, Portage and Packs—The Dun and Bradstreet's of the North—Development of a New Type of Manhood—A Dollar-and-Cents View of a Human Problem

Written especially for Canadian Grocer.

COCHRANE, the "only town between North Bay and the North Pole," as some of its admirers say, is the furthest north of that municipal trilogy of live wire towns that includes Cobalt and New Liskeard on the south.

To go into Northern Ontario is to go into a new West that lies at the very doorway of the old East, you unsuspected and unsung, except from a purely northern standpoint. For it is the West again, a different West 'tis true, more staid, more settled, but with all the pep, the dash and go of that other that lies three days' journey to the geographical West. For this is the West of mind and thought which numbers amongst its sons that breed that dreams dreams and does deeds.

The very atmosphere on the trains is different. The people mix, swap views, talk about the country, the cut of the saw-mills, the run of pulp, the clearing of the land and the future—that bright prospect that unfolds its roseate promise unto those who believe in this land.

Past New Liskeard, mother of towns, rich in good warm farms, a newer old Ontario town; through Cobalt, that maker of millionaires; and Haileybury, the Little London of the North, residential, farming and mining interests, interwoven into the fabric of its town planning, its splendid cathedral, its hospitals and its schools.

It is faith that has made this land.

The Pride of a Young Country

And it is all so young and so generous in the unbounded enthusiasm of its years. In the hotel at Cochrane the place of honor on the walls is given to the little picture frame that encloses the pulp from the first run at the Abitibi Pulp & Paper Company's mill at Iroquois Falls on August 1, 1914. In another there is the first run of paper on July 14th, 1915, the same day on which the first ticket was sold for a trip on the National coast to coast train over the newly acquired Transcontinental. These are the business doctors' certificate of industrial birth. And by their sides hang enlargements of the ancestors, broad-faced and high-cheeked Indians of the James Bay country, from the northern dooryard of the town.

Things Primitive

Huskies are still the dog de luxe. They roam about the streets, bristling and sturdy, pinto hued as any circus pony. Pulpwood is still a large medium of exchange. Merchants take it by the cord in settlement of sacks of flour that even yet are toted in 300-lb. man loads, by might of trunk line, straining muscle and sturdy leg over the long portage and through the rotting muskeg. Money and goods are advanced on it prodigally, in the bush; more later on the track, and the balance at the mill. For our northern merchant is a man of parts who makes the circumstances of a new country fit his need of business.

Rating Men in Pounds

And so likewise is his customer. Assuredly he must be a man of parts to carry such a load over such places to put to such uses. For men are rated by their loads. An Indian is rated in a class by himself—three hundred pounds worth of a rating besides which Dun and Bradstreet's pales; flour, beans, bacon and sugar, flung in orderly confusion like cordwood across the whipcord neck and muscled shoulders.

Two hundred pounds does for a white man unless he be a young Hercules and adds fifty and enduring fame. To walk across a spume splashed log, on the crest of an angry rapid with such a load tests all of nerve and muscle. Their value, both men and burden is rated in pounds by dollars; and when they fall, as fall they sometimes do, there is tragedy. The beans will dry in the northern sun, the pork is scarcely hurt, the flour forms a protective outside layer of dough; but the sugar — the rapids have its sticky sweetness.

The Spirit of the Country

And this is what makes the pulpwood a medium of exchange; this is what makes the spirit of the country in all alike, trappers, miners, farmers, shanty men and railroaders, a polyglot mixture of old and new. This is the spirit that has twice rebuilt a fire-swept town until it stands to-day in brick and good grey rock, a monument to all alike.

The time is one of readjustment in Cochrane. During the railroad building period of 1912, '13, '14, the surplus labor of the work insured enough business for all. Cash was all and all was cash. And then the road was completed, the floating population of several thousand transient construction men were wafted away to war and other work; and the country settled down in the midst of war's stern times to find itself.

It found itself with its revenues cut in two, down to a basis of population commensurate with the needs of the country, bereft of ready cash and faced with the problem of carrying on credit and an army of men who must now turn their hands to other things; the railroad in place of the raft, the clearing of the land in place of the portage over it.

The New Order

And nobly they have responded.



A pioneer town in the making in New Ontario. This is Harricanaw, a French-Canadian settlement, 143 miles east of Cochrane.



The top picture shows the splendid road-bed of the G.T.P. west of Cochrane; the one below, the main street of Hearst, a divisional point and already quite a live town.

Slowly, but surely, the land is being cleared, crops harvested and debts of reconstruction paid. The tide is flowing to the retailers. Their customers are proving to them the value of their faith. And the new conditions are attracting new men and developing the old. A new type is developing. The fly-by-nights, the ten-day men have gone the way of the will-o-the-wisp. Those who remain are stickers, fighting the fight of the trench on our northern front. They earn only half the earnings of the old days; they save infinitely more, for then they saved not at all. There is little of the tinsel glamor of superficial conditions, but a great deal of the basic undertone of hard work and honest endeavor, the whole leavened by a plain pep that is above rating.

The Kernel of the Cocoanut

And there is reason in their faith. Thirty miles to the west is a great lumber company that manufactures all things in the way of wood work. At Iroquois Falls, the second largest pulp mill on the continent pours out that white river that feeds the presses of the Chicago papers and the wants of India. A duplicate of it is in process of planning at Jacksonborough. Seventy miles away at Macpherson fifteen hundred alien enemies labor at north country roads and the making of a vast experimental farm of which one thousand acres are already cleared of land that averages a cost of thirty dollars an acre in the clearing for the settler.

And Cochrane town itself has become the chief point of three railroad divisions on the Transcontinental, with a $25,000 pay roll that is growing and the terminus of the Temiskaming & Northern Ontario that expects soon to have a line through to James Bay on the north. And for ten miles in all directions the homesteads lie close-packed and growing in good honest fields of the clay belt land of which this forms so large a part.

The rivers teem with fish, the bush with game. The Government Northern Development Company, divorced from politics, builds roads and bridges through the far-flung wilderness trails; new homes spring up, the western north girds up its lusty loins and smiles at the future.

LABELS FOR EGG SUBSTITUTES

"Egg powder" in the opinion of the Bureau of Chemistry of the U. S. Department of Agriculture is synonymous with "powdered egg" and "Service and Regulatory Announcements," No. 17 of the Bureau, states that articles which do not contain other ingredients will be regarded as misbranded within the meaning of the Food and Drugs Act if they are labelled "egg powder" without qualification. The Bureau also holds that an article should be labelled "egg substitute" unless it possesses the properties of eggs. These questions each manufacturer must settle for himself before shipping his product in interstate commerce. The Bureau of Chemistry is without authority, it is said, to conduct experiments to determine for individual manufacturers whether their products will accomplish the results claimed for them, and the manufacturers must do this work themselves.

Brazil supplied most of the coffee imported into the United States during 1915, sending 30,000,000 pounds more than in 1914, and 134,000,000 more pounds than in 1913.

Spring Number Next Week

THE next regular issue of Canadian Grocer will be the Annual Spring and Summer Sales Number. The editorial matter for this issue has been practically completed, with exception of markets, and we are sure the trade will be convinced next week, that this is the best and most practical issue of any grocery trade paper that has ever reached their store. The editorial department has been particularly fortunate in linking up with a number of Canada's best grocers and general merchants for their methods of doing business, and particularly their methods and ideas for going after summer business.

Probably no better idea of the character of the articles in this Spring and Summer Sales Number can be secured than from the heading of a number of articles prepared for it. Here they are:

Summer Home Trade via Father.
Watches Hotel Registers for Customers.
A One Hundred and Ten Thousand Montreal Store.
From Gasoline Tank to Soda Fountain.
Order Tables Help Expand Purchasing.
Boosting Fruit and Vegetable Sales.
Getting Public to Take the Elevator.
Making Money on the Telephone.
Quick Service; Clean Delivery.
Maple Window Draws School Class.
A Finger on the Business Pulse.
Capitalizing the Clean Store.
Holding a 60-Year-Old Trade.
Cherney Methods of Building up Business.
Horse-Shoe Counter in This Store.
Farmer Turns Grocer, Now a Day Laborer.
Grocers Get Together on Delivery.
Saves $31 Delivery Expense.
Getting After Seed Trade Early.
Selling Foods for Trench Consumption.
The Customer is Always Right.
Daily Battle Around Bad Accounts.
Gets the Farmer From the Market.
Candling Eggs Not General.
How Do I Handle Provisions?
How I Handle Cigar Trade.
New and Effective Display Methods.

Readers can judge for themselves from this list the quality of the Spring Number articles. In view of the character of a number of them, it is going to mean that this issue will be consulted often during the summer season, as the trade are carrying out their respective plans for developing summer business.

THE EDITORS,

Toronto, April 21, 1916.

Grocers and Druggists to Prosper

The manager of one of the greatest manufacturing concerns in Canada says: "As our line is used by all kinds of merchants we made a careful investigation as to the possibilities for growth of the different classes of retailers in this country. We have arrived at the conclusion that Grocers and Druggists have the brightest future of any. We have decided, therefore, to concentrate our advertising upon grocers and druggists."

If you are a manufacturer of grocery lines and wish to share in the present and future prosperity of the grocers of Canada, begin now to interest them in your goods.

There is no way in which you can do this more effectively and economically than through the advertising pages of The Canadian Grocer. It is read every week by the better grocers in every part of this country. Begin with a good announcement in the Spring and Summer Sales Number to be issued next week, on the 28th. You have just time to send in copy for that issue.

Spring and Summer Sales Number Next Week



THROUGH OTHER SPECTACLES



THE SUGAR SUPPLY IN BRITAIN

(From The Grocer, London, Eng.)

A correspondent calls our attention to a complaint, which he rightly regards as serious, in reference to the short-weight condition in which many bags of sugar reach retailers. In one consignment he says that one packet of sugar was 30 lbs. short weight, and another 20 lbs. Some dealers refuse to entertain any complaint, whether as to quality or weight; but if retailers are prosecuted for selling short weight, somebody, either the dealer or the Royal Commission on the Sugar Supply, should be similarly punished if they pursue such a course. We are told that the practice of the Royal Commission is to deal with imported sugar by averaging weights, taking a certain number of bags for the purpose of arriving at this average; that where faulty bags are found they are thrown aside, and only bags of fair average weight are sold to dealers. It would appear, therefore, that the dealers must be held responsible for such short weight as this correspondent describes; and if the Government hold the retailer responsible for selling full weight to his customers, their duty is also to see that he gets the full weight for which he has to pay. Some dealers are asking their customers to sign an undertaking that they will accept the goods as delivered to them, whatever the weight or quality. Such a proposition appears to be an endeavor on the part of the dealer to rid himself of responsibility and to throw it upon the retailer. The Royal Commission ought to deal with this anomalous position.

Numerous well-founded complaints are being made at meetings of grocers' associations and by individual members of the trade as to the difficulty of obtaining sugar, and these are sometimes coupled with allegations that there is an unfair distribution of sugar by those who hold it. We do not for a moment suppose that the Royal Commission are showing favoritism in any particular direction, for it is obvious that a public body like that must act impartially. At the same time, it must be borne in mind that the Royal Commission are now the sole authority controlling imported sugar and likewise British refined, and with the enormous powers they possess it surely ought to be possible for them to find some way whereby supplies could be more equitably distributed. Nobody expects that supplies can now be obtained on the normal basis, but if there is to be only three-fourths of the normal quantity available, the Royal Commission ought to see that that quantity is properly distributed. Some ridiculous complaints have been made in the daily press as to retailers refusing to sell sugar to customers unless they purchase other goods. Such complaints appear to us to be most unreasonable, and the references to this subject which were made at the Swansea Grocers' Association's meeting on Tuesday show that the retailer has reason and fair play on his side in the matter. It certainly does not appear to be unreasonable to suggest that people who go to multiple-shop companies or to hawkers for their tea should be invited by grocers to obtain their sugar supplies from the same source. In this connection it is interesting to learn that the members of the Workington Grocers' Association are distributing handbills impressing upon their customers the necessity for economy in the use of sugar. This is a practical way of dealing with an awkward position.

THOSE MOLASSES SHIPMENTS

(From St. John, N.B., Telegraph)

According to information received by the Board of Trade from Hon. George E. Foster, Minister of Trade and Commerce, the steamer Durley Chine has been chartered by the Royal Mail Steam Packet Company for a trip to the West Indies. The ship will sail from Halifax about April 15.

The molasses importers here have asked that the sugar space of this steamer usually reserved in R. S. M. P. boats be utilized on this special trip to bring molasses to this part. This matter has been taken up by the department with the steamship line, with a request that it be given careful and, if possible, favorable consideration.

In his letter the Minister of Trade and Commerce says: "I find that the R. S. M. P. Company has shipped this season from Barbados 1,160 tons of sugar and 4,663 tons of molasses and has booked space up to October 31 this year for 11,280 tons of sugar and 10,300 tons of molasses. Last year the company's boats carried 2,085 tons more molasses than sugar, and up to the end of October of this year will have carried 2,523 tons more molasses than sugar."

These figures were secured by the minister in answer to the statement that the company had precluded molasses, giving preference to sugar shipments. Owing to the fact that the molasses stores in this city have run very low the announcement that this additional trip will be made will be hailed with delight by the local importers, and a combined effort will be made to have the ship bring as large a cargo of molasses to this port as possible to relieve the local situation.

FOOD VALUE OF HONEY

(From Arnprior Express)

Honey, as an article of food, has a value that is well established and unquestionable. Apart from its pleasing taste and odor, it has specific qualities that entitle it to a high place in the list of natural food products. After it has been collected it does not need to be subjected to any additional treatment to be made fit for use; it is in reality a "natural" product. Its use as such has been known from the earliest times, and its popularity will undoubtedly remain unimpaired while the need for human food endures.

The quality of honey is greatly affected by the source from which the bee collects it, for it takes easily the peculiar flavor of the plant that produces it. So far as taste is concerned, the basswood tree stands easily first and buckwheat just as indisputably last in the order of merit as producers. Honey has the great recommendation that most of the work is done by the bees, care being taken to give them flowering plants from which to collect the honey and convenient places in which to store it. Industrious as the bees are, they prefer to operate without having to provide themselves with receptacles, and one of the ingenious practices in beekeeping is to furnish them with boxes or frames that are easily removable, and when the full boxes are replaced by empty ones the bees work on until they are filled or the season comes to an end.

In these times of scarcity of men for farm work, beekeeping is an occupation to which women might profitably turn their attention. In a very true sense, apart from the value of the produced honey, the habits and methods of the bees are interesting subjects for observation. The labor of attending to them is not exhausting or even difficult. Care must be taken to have an abundance of flower blossoms within the radius of the bees' flight from the hive. Nature provides a great variety of blossoms, but the supply is not inexhaustible, especially in a locality where many hives are kept.

WOMEN AS GROCERS

(From the Kingston Standard)

An English grocery firm engaged fifteen girls as shop assistants on probation; these proved so satisfactory that in the course of a few days the same firm applied for fifty more girl grocers. Now that we have become accustomed to the entry of women into all manner of new branches in trade, it seems rather strange that women assistants did not serve in grocery stores before the war to any extent.

The work is not heavy, and it calls for no greater general knowledge or intelligence than is required of, say, drygoods counter women. The hours are no longer than in other shops, and the wages paid compare very favorably with the earnings of other shop assistants.

Undoubtedly the best method of gaining a good start is for the girl to enroll as a student at a trade school. Tuition for would-be girl grocers' assistants is given in a large room that is fitted as a grocer's shop. As the qualification necessary to a girl who wishes to become an assistant in a grocer's shop, nothing more can be said than that they are the same as are required of shop assistants in all similar positions.

She must be smart in manner and in appearance, quick at figures, able to show herself willing to go to a certain amount of trouble to satisfy customers. In short, the successful girl grocer possesses just those qualities which make the successful saleswoman anywhere.

Women have entered grocers' shops to stay there, not as a wartime expedient. Therefore, the girl who is contemplating starting her business career as an assistant in a shop might do well to enter the grocery trade while there is a demand for her services. Later this trade, like the dry goods, for instance, may get overcrowded and consequently less desirable.

READING TRADE PUBLICATIONS DESIRABLE

From The Credit Men's Journal

The value of knowing trade conditions throughout the territory in which his firm is doing business is of the greatest benefit and value to the credit man.

There are many methods by which this data can be gathered, but few equal in value the careful scrutiny of the commercial pages of up-to-date newspapers, the trade press, and the bulletins issued by the different departments of the Dominion, as well as the Provincial Governments.

The question of time to consult these mediums is one that is of prime consideration to the average man in charge of a credit department. The multitudinous duties that fall to this end of most businesses make the leisure hour for concentrated thought very difficult to get. But it should be got. Where the press of details keeps a man's mind constantly engaged, his ability to develop new policies, to initiate new movements, to improve his department and all departments of his house is impaired. Time for thought, for studying of conditions, methods, improvements, etc., is just as essential in all realms of commercial life as in scholastic circles, and the best equipped man is the man who takes the time to think out the problems, to study new policies and to concentrate his mind on the needs and requirements of his business for tomorrow, as well as the needs of the immediate hour.



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec and Maritimes

D. S. Hislop, late of the late produce firm of Hislop & Meldrum, passed away during the week.

Clough & Co., of Lennoxville, P.Q., flour and feed merchants, have changed the style of name to A. L. Parker & Co.

The St. Hyacinth Butter and Cheese Board will hold its annual meeting and first sale for 1916 on Saturday, April 22nd.

The Eastern Townships Dairymen's Exchange now holds its regular weekly meeting every Saturday. On the 15th inst. 767 packages were offered by thirteen factories, and 247 packages changed hands at from 32c to 32⅛c per pound.

Ontario

Craig & Cherry, of Ottawa, grocers, have been succeeded by G. T. Young.

Walter Ford, of Ottawa, butter and eggs, etc., is succeeded by Modern Dairy Company.

T. Q. Tamblyn, grocer, of Toronto, recently suffered damage by water when a main burst.

Clarke & Linstead, of Toronto, grocers, have dissolved partnership, the latter continuing.

John Kearns has purchased Marshall Green & Co.'s grocery in Orangeville, and took charge last week.

W. H. May, St. Thomas, Ont., has moved to a larger and more attractive store a few doors east on Talbot street.

W. G. Allison, St. Thomas, Ont., has bought his partner's interest. The firm formerly was Morice & Allison, and now Mr. Morice is clerking for Butler Bros.

J. S. Donaldson & Son, manufacturers representatives, have removed from 48 Front street east, Toronto, to Western Buildings, 18 and 20 Wellington street, east.

P. J. Lendenman, general merchant, of Eagle, Ont., died last week. He had been in business in Eagle for over 50 years; he also conducted a branch store in Plattsville, Ont.

H. O. Ead, St. Thomas, Ont., cut his finger slightly three weeks ago, and blood poisoning has set in. Although at first it was very serious, he is improving a little but is not yet out of danger.

Mayor Stevenson, of London, is considering moving for the appointment of a special committee to inquire into the increase in the price of bread and the establishment of a municipal bakery in London may be the outcome.

There will be a general meeting in London, Ont., on April 27 of the Retail Merchants' AssocAiation, one of the chief topics to be discussed being the selling direct to the consumer on the part of some wholesalers.

The Pure Food Show of the London, Ont. grocers, will be held next week. The association there has not only taken over the hall in which the show is to be held, but the entire Winter Garden, in which is a bowling alley and hall for dancing, etc. During the week of the exhibition all employees of the hall will be in charge of the officials of the association, which means quite an undertaking for that body.

The late James Balfour, of Ashburn, who died at his home in Whitby, Ont., at the age of 75 years, was born in Fifeshire, Scotland, and came to Canada in 1856, with the rest of his family. After having been engaged in public school teaching for a few years, he became identified with the wholesale tea business of Balfour & McLaren, of Hamilton, retaining his connection up till within a year of his death.

The fish and game committee of the Ontario Legislature this morning decided that the "market" shooter must be wiped out, and they passed an amendment to the game laws prohibiting the sale of wild ducks, wild geese or any wild water fowl. The object of the law, they claim, is to put out of business men who shoot for monetary purposes and slay the fowl in great numbers for the purpose of supplying the retail markets. The committee also adopted an amendment to the act prohibiting any non-resident from carrying or shooting with a gun without a license from the province. Several other important amendments to the game laws were also adopted.

George H. Millen, president and manager of the E. B. Eddy Co., Limited. Hull, Canada, has recently completed fifty years of service to the late E. B. Eddy and the present company. Mr. Millen was born in Glen's Falls, New York, in 1838, where he spent his boyhood days. When he was but a young man the call to arms came, when he enlisted and saw active service throughout the Civil war. Not long after the conclusion of the war he arrived in Hull, on the 14th of April, 1866, when he made arrangements with the late Mr. Eddy to take charge of a small saw-mill which he had rented from the Wright family. At that time Mr. Eddy owned some match and pail machinery, but no real estate in Hull. Mr. Millen has been connected with the business ever since, never having been off duty for two weeks at any one time, either on account of sickness, pleasure or business. He has had the superintending and building up of the factories, mills, etc., from the beginning.

Western Canada

W. E. McDonald, of Drumheller, Alta., has suffered loss by fire in his grocery store.

Fire on April 7 broke out in the store of W. E. McDonald, general merchant, Drumheller, Alta., and completely burned out the block.

Robert Gillespie, of the Robert Gillespie Co., Bannatyne Avenue, E., Winnipeg, is on a trip west. He is expected in Vancouver towards the end of the month.

L. B. Cochrane, who operated a general store at Medicine Hat, Alta., until 1911, died at Victoria, B.C., last week. He was formerly in business in Maitland, N.S., and was a son of Hon. A. McN. Cochrane.

A. A. Strang, of Strang Bros., Winnipeg, manufacturers of shoe polish and dressing, is calling on Western jobbers in all cities between Winnipeg and Vancouver. Mr. Strang will be away until late in May.

F. A. Lamb, formerly of the firm of Kirner & Lamb, general store, Empress, Alta., has returned from an extended trip through the States. Mr. Lamb will reside on a homestead west of town in the near future.

The Wentworth Orchard Co., Limited, have opened a wholesale wareroom at 109 King Street East, Toronto. It is also their intention to open distributing branches in the West in the near future. They stock green, dried and canned fruits, as well as jams, jellies, and pie filling.

Condensed Milk Higher; Also Sugar

There Seems to be no Let up to Sugar Advances—Advances Occurring Every Week—High Cost of Materials Cause of Rise in Condensed and Evaporated Milk—Canned Tomatoes Firming Up Again.

Office of Publication, Toronto, April 20, 1916.

AN UNUSUAL condition, created this year and which grocers have to face is a shortage in the crop of ice and the soaring price of ice, caused by an early thaw. The figure now quoted in the price lists of Toronto ice companies is 25 per cent. higher than it was this time last year, that is for daily supply per month. For the season contract the price is 20 per cent. higher than at this time last year. There are one or two reasons for this. The first is that the St. Lawrence supply is considerably behind what it was last year. Indeed if there had not been the accommodation in Montreal for bringing in ice from Lake Francis there would have been an ice famine this coming summer. The ice on the St. Lawrence went away at the end of January and beginning of February and consequently a lot had to be taken in from Lake St. Francis. This has meant the extra expenditure of thousands of dollars in freights which would not otherwise have been necessary, so that ice will be dearer not only because of the failure of the supply in certain quarters but because of the extra cost of haulage. This in its turn is due to the increased price of hay and fodder and everything connected with the haulage business. This soaring price of ice affects the grocer because he has to buy it in large quantities.

The market in new laid eggs is a cent lower in some centres this week on account of a much increased production. Notwithstanding a heavy demand for Easter which it was thought would possibly swamp the market, production was able to take care adequately of this and the margin was ample. Opinion is expressed in several quarters that we shall see still lower prices of eggs.

The same thing applies to dairy butter. There is a lot being made and a good deal of it is not being sent from creameries. Moreover the milk flow is much increased.

With regard to maple syrup this is beginning to arrive in larger quantities although sugar is not yet on the market to any great extent and reports from different parts of the country differ a great deal as to what sort of crop there is going to be. It is not suggested anywhere, so far as one may find out, that there will be any more than an average crop and some reports say that we shall be lucky to get that.

Items of interest to the trade are that condensed milks are up 15c a case and evaporated 10c. These advances are due to the high cost of sugar and milk and packing materials. Other items are advances in paper bags, canned lobster and cocoanut.

Quebec Markets

Montreal, April 20.—Interest this week centred in opening of navigation which is expected to occur within the next week or ten days and materially stimulate trade particularly with Maritime Provinces and Gaspe Coast. Ranking next in importance is lifting of embargoes on C. P. R. and G. T. R., although I. C. R. embargo is still in force and railroad congestions are again becoming acute particularly between here and St. John, where large shipments are said to be tied up. Wholesale trade reports large amounts of orders on hand awaiting opening of navigation for delivery. Present shipments being shipped by rail continue satisfactory, and although orders are not large, repeats tend to make large totals. Ontario prohibition is being felt here both in a favorable and in a reverse way. There is an increased demand for stimulant lines, but an undertone of uneasiness on part of Ontario customers whose business has been unsettled by recent prohibitory law enacted there which takes effect in September.

Maple syrup is beginning to arrive in larger quantities, although sugar is not yet on market to any great extent and reports from authorities are extremely contradictory in nature as to conditions of crop but at best do not indicate more than an average crop. Sugar is very firm and syrup has become more plentiful with the lifting of embargoes that have allowed in raw supplies for mills.

Markets in Brief

QUEBEC MARKETS.

FRUITS AND VEGETABLES—
Oranges and bananas active.
Spinach, cabbage and celery cheaper.
Lettuce and onions up.

PRODUCE AND PROVISIONS—
Lard very firm.
Milk-made butter easier.
Eggs being stored.

FISH AND OYSTERS—
Fresh fish scarce.
Halibut higher.
Frozen stocks low.

FLOUR AND CEREALS—
Flour firmer.
Cereals quiet and easier.
Feeds firm.

GENERAL MARKETS—
Sugar firm.
Taploca 1 to 2c higher.
Canned lines have uniform rate.

ONTARIO MARKETS.

FLOUR AND CEREALS—
Rolled oats lower.
Whole wheat lower.
Graham flour down.
No change in flour.
Export somewhat dull.

FISH AND OYSTERS—
Lake Erie whitefish is now arriving.
Haddock coming in.
Fresh cod selling.

FRUIT AND VEGETABLES—
Oranges getting higher.
Potatoes at all prices.
Strawberries cheaper.
Root vegetables selling.

PRODUCE AND PROVISIONS—
Dairy butter cheaper.
No change in cheese.
New laids are lower.
Cooked meats in demand.

GENERAL GROCERIES—
Canned tomatoes selling.
Condensed milk higher.
Sugar up ten cents.
Interest in prunes.

MANITOBA MARKETS.

FLOUR AND CEREALS—
Flour demand below normal.
Better demand for feeds.
No change in quotations.
Wheat market uncertain.
All cereals quiet.

PRODUCE AND PROVISIONS—
Eggs will decline soon.
Storage butter stocks low.
Hog market goes higher.
Meat prices very firm.

FISH AND POULTRY—
Fresh supply of haddies.
Halibut and salmon scarce.
Fresh salmon quoted at 21c.
Big demand during Lent.
Live poultry arriving.
Dressed poultry market firm.

FRUIT AND VEGETABLES—
Spinach and rhubarb in.
Florida tomatoes $5 case.
Big drop in asparagus.
B.C. apples off market.
Big jump in navel oranges.
Grapefruit up to $4 case.

GENERAL GROCERIES—
Further advance in coffees.
Sugar now on $8.35 basis.
Cane syrups up in sympathy.
Certain canned goods scarce.
Jobbers' prices on prunes up.
Package peanuts advance 10%.
Honey hard to procure.

Uniform prices have been established in canned lines. All of Borden's condensed milks are up 15c per case and evaporated 10c. Several sundry brands have followed. High cost of sugar, milk and packing materials are said to be cause of same. Advance has occurred in paper bags in which the discount has been reduced from 45 to one of 40 per cent. Canned lobsters have advanced to very high price, and cocoanut is up 3c a lb., and very scarce. New vegetables are beginning to come in from South. Gillett lines have advanced 75c a case in lye, 5c in yeast and proportionate changes in soda, cream of tartar and bicarbonate. Baking powder is unaffected.

SUGAR.—Market is up another 10c, and price is now $7.75 per 100-lb. bag for extra granulated with increase of firmness since last change in middle of last week. Sales are reported from New York of Cubans at 5 1-16 and 5⅛ to 5¼ asked so that the few offerings at the lower price are eagerly snapped up and very hard to get at this price. New York refined made a 15c advance on last rise as compared to 10c here and is now offered at $7.15 to $7.25. Firm undertone predominates in New York, where reports are that 5½c is freely predicted for Cubas. Cartons, half cartons and Dominoes are up 40c. Steadily advancing prices have stimulated buying to extent that re-action has occurred here and some hedging is noticed on part of some heavy buyers of late.

This feeling has spread to retail trade and is beginning to check the demand without lessening very strong feeling of market.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	7 75
20 lb. bags	7 85
2 and 5-lb. bags	7 90
Extra Ground Sugars—	
Barrels	8 10
50 lb. boxes	8 30
25 lb. boxes	8 40
Yellow Sugars—	
No. 1, 100 lb. bags	7 35
Dark yellow, 100 lb. bags	7 10
Bright yellow, bbls. only, cwt.	7 60
Powdered Sugars—	
Barrels	7 90
50 lb. boxes	8 10
25 lb. boxes	8 30
Paris Lumps—	
100 lb. boxes	8 35
50 lb. boxes	8 45
25 lb. boxes	8 65
Crystal Diamonds—	
Barrels	8 35
100 lb. boxes	8 45
50 lb. boxes	8 55
25 lb. boxes	8 75
Cartons	9 25
Half cartons	9 75
Crystal Dominoes, cartons	9 35

MOLASSES AND SYRUP.—Market remains absolutely unchanged from conditions outlined last week following decision of no Government molasses boats from West Indies. Scarcity of supplies on hand, lack of new arrivals, high prices and keen demand continue to be ruling factors in a very strong market in which holders of stocks are in very strong position. Railroad congestions have increased tendency to restriction of arrivals and some shipments are reported tied up at St. John.

Cane and corn syrup remain unchanged in price but orders are being filled more rapidly through lifting of embargo which has allowed in raw supplies for running of mills. Maple syrup is beginning to come forward more freely although no quantity of sugar has yet appeared on market. Report of crops are contradictory and vary from those of actual shortage to average crop. New York crop is definitely short.

	Prices for Fancy.	Choice.
Barbadoes Molasses—	Island of	Montreal.
Puncheons	0 57	0 49
Barrels	0 60	0 52
Half barrels	0 62	0 54

For outside territories prices range about 3c lower. Carload lots of 29 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

	m
Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls...	0 04½
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 5¼c; ½ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80

DRIED FRUITS.—Market is without change of importance to record since last week with prices remaining firm with a demand that tends to weakness. Outside influences of state of ocean freight situation and primary market continue to be firm factors in market, although there is no shortage of needed lines in market. Stock of prunes on hand is small but demand has been curtailed by mild weather and importation of currants was so restricted during holiday season that arrival of supplies after Christmas had passed made them available and sufficient to care for normal demands.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	....	0 09½
Apples, choice winter, 50-lb. boxes	....	0 09
Apricots	0 14	0 15
Nectarines, choice	....	0 11½
Peaches, hoice	....	0 08
Pears, choice	....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	0 22	0 23
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	....	0 11½
Filiatras, packages, new	....	0 12½
Dates—		
Dromedary, package atock, old, pkg..	....	0 09
Fards, choicest	....	0 12½
Hallowee, loose, new	....	0 07½
Hallowee, 1-lb. pkgs.	0 07½	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11	0 12
40 to 50, in 25-lb. boxes, faced	....	0 10¾
50 to 60, in 25-lb. boxes, faced	....	0 10
60 to 70, in 25-lb. boxes, faced	....	0 09½
70 to 80, in 25-lb. boxes, faced	....	0 09
80 to 90, in 25-lb. boxes, faced	....	0 08½
90 to 100, in 25-lb. boxes, faced	0 08	0 08
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels, loose, 3-crown, lb.	0 08¾	0 09
Muscatels, 4-crown, lb.	....	0 09½
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 10½	0 11
Choice seeded, 16 o. pkgs.	0 10¾	0 10½
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the atate of market.

SPICES.—Market remains unchanged and firm with undercurrent of erratic tendencies owing to results of ship and embargo situation as affecting primary market. Added cost of packing boxes to grinders adds to firmness on their part. Sales of any importance are largely based on individual requirements and conditions ruling at moment as trade in general seeks to offset present tendency of high prices on part of grinders.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 09	—0 23
Cassia	—0 29	—0 85	—0 35
Cayenne pepper	—0 28	—....	—0 35
Cloves	0 30—0 32	—0 90	—0 39
Cream tartar—55 to 67c.			
Ginger, Cochin	—0 22	—....	—0 29
Ginger, Jamaica	—0 25	0 90—1 00	—0 31
Mace	—0 80	—....	—1 00
Nutmegs	0 45—0 45	—0 45	—0 80
Peppers, black	—0 28	0 85—0 90	—0 26
Peppers, white	—0 36	1 15—1 20	—0 37
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 16—0 18	—....	—....
Turmeric	0 21—0 23	—....	—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamom seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	....	12-15

RICE AND TAPIOCA.—Conditions remain identical with those reported last week also with firm feeling on a quiet and steady market with a less than normal demand. Primary market and ocean freight conditions continue to offset local weakness.

Tapioca has advanced from 1c to 2c a lb., and is very scarce. Actual requirements are not filled by small lots received. Pearl tapioca is now offered at 11c to 12c a lb. and seed for 10½c to 11c.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	4 30
"C.C."	4 10
India bright	4 45
Lustre	4 50
Fancy Rices—	
Mandarin, Patna	4 60
Pearl	5 10
Imperial Glace	5 80
Sparkle	6 40
Crystal	5 70
Snow	5 30
Ice drips	5 40

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

	Per lb.	
Imported Patna—		
Bags, 224 lbs.	....	0 06
Half bags, 112 lbs.	....	0 06⅛
Quarter bags	....	0 06¼
Velvet head Carolina	0 08	0 09
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 11	0 12
Seed, lb.	0 10½	0 11

DRIED VEGETABLES.—Market is unchanged and without special feature of interest. Beans continue to be firm, although no large demand is evident but such stock and supplies as are coming forward are equally light. Peas remain unchanged.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 30	4 45
Canadian, hand-picked	4 90	5 10
Canadian, 5-lb. pickers	....	4 10
Yellow eyes, per bushel	....	4 20
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 00	3 25
Peas, split, bag, 98 lbs.	....	6 00
Barley, pot, per bag	....	3 00
Barley, pearl, lb.	0 04½	0 05

NUTS.—Market remains unchanged from last week other than curtailment of supplies coming forward. Shelled walnuts are sold at 32c in a wholesale way and Sicily filberts are up ½c in bags, very scarce and very firm. Volume of trade passing remains normal.

Almonds, Tara, new	0 15	0 15½
Grenobles	0 16	0 16½
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 35	0 36
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 14½	0 15
Filberts, shelled	0 32	0 34
Pecans, large	0 18	0 19
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 08¼	0 12½

TEA.—Market undertone shows effect of report of torpedoing of a steamer

with 3,000 boxes of tea aboard. Otherwise situation is unchanged in essential features ruling for some weeks past. Volume of sales reported passing is satisfactory owing to improved weather and country roads. Chief difficulty is getting supplies from London, where shipments are held up at docks. In other quarters business is being restricted awaiting cables on first crop tea from the East and import orders only are being taken.

COFFEE.—Market is unchanged in prices and chief features and is steady and firm with stock up to average and a very satisfactory volume of trade going direct into consumption and with no speculative tendencies evident.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 17	0 19
Java, lb.	0 31	0 33
Maracaibo, lb.	0 22	0 23
Mexican lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 17	0 20
Santos, lb.	0 21	0 23
Chicory, lb.	0 12	0 14

CANNED GOODS.—Uniform rate has been established and tomatoes are at $1.05, string beans 90c, and corn 90c. Action has cleared up situation which tended to be erratic owing to matter of price disparity, which extended from 5c below to 5c above the prices now established. Canned peaches incline to scarceness and firm feeling results.

Canned lobsters are $2 case higher than last year according to price on large order recently placed by local dealer. One pound tall tins are offered at $5.30 and 1 lb flat $5.50 a doz., an advance of 50c and an indication that pound tins will be retailed at 60c.

Ontario Markets

Toronto, April 20.—An advance took place this week in condensed and evaporated milk. Condensed milk is up fifteen cents, and evaporated ten cents. Price advance is partially due to the extraordinarily high level of sugar, and also to the increase which has taken place on the price of packing materials used.

There is considerable discussion as to what the maple sugar crop is going to turn out like this year. So far as this district is concerned, it is said that it will be scarce. Owners of large maple groves say that this year the sap has been a failure. In the cases of towns that supply Toronto with syrup and sugar there has not been enough secured, it is said, to make the marketing worth while. In Newmarket and Aurora it is practically impossible to place an order with the farmers for even a quart. They haven't got it to offer. What little there is they are under contract to supply to Toronto concerns, and they will fall down on supplies thence. The reason given is the warm nights during the past few weeks.

Canned goods are much in demand these days, and further advances are rumored up and down the street. Tomatoes and corn both went up last week, and latter has again increased this week. Nevertheless there is a big demand and stocks are light, and further increases still, it is thought, will occur. Peas are not so much in demand as they were. Indeed in Toronto this week, they are selling a trifle under recent levels.

High prices for pork and pork products still reign. Cooked meats are particularly in demand, it being the experience of the provision men that retailers buy heavily immediately after Lent is out. Prices did not sag any during that time. Cooked meats, despite the fact that consumption has decreased during last few weeks, will cost more after Lent, than before it. All hams and bacons are quite firm, and dressed hogs are at high point.

SUGAR.—A rise occurred just as Canadian Grocer went to press last week. This was announced briefly and another occurred this week of 10c, making basis in Toronto $7.81. The same conditions precisely have preceded and followed this rise as other rises. No weaker feeling is evident. The market all round is strong. So is New York. Raws are gradually moving up and sold to-day at 5¼c for May shipment, c.i.f., in bond. Refined price in Toronto, as in New York, is admittedly below the parity of raws and further advances are talked of. France, Italy and Great Britain are all buying refined in large quantities. All this helps to swell firmness of market tone. Cuban estimates, speaking generally, are bullish.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	7 81
20 lb. bags	7 91
10 lb. bags	7 96
2 and 5-lb. cartons	7 71
Nova Scotia refined, 100-lb. bags	7 71
New Brunswick refined, 100-lb. bags	7 81
Extra Ground Sugars—	
Barrels	7 81
50 lb. boxes	8 21
25 lb. boxes	8 51
Powdered Sugars—	
Barrels	8 01
25 lb. boxes	8 41
Crystal Diamonds—	
Barrels	9 36
100 lb. boxes	8 46
50 lb. boxes	8 56
Cartons (20 to case)	9 41
Cartons (50 to case)	10 51
Crystal Dominoes, carton	9 76
Paris Lumps—	
100 lb. boxes	8 46
50 lb. boxes	8 66
25 lb. boxes	8 66
Yellow Sugars—	
No. 1	7 11

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

TEA.—As these reports go to press a day earlier this week (on account of holiday) it is impossible to secure cabled reports of Monday's and Tuesday's auctions in London.

Regarding the position of teas, internationally, at present, it may be observed that the situation is practically a duplicate of what it was at this time last year. Stocks in bonded warehouses in London are about the same as a year ago. The total clearances in March were much above normal, and about the same as last year. Arrivals this year have been less so far, but there is more en route from India to-day, and that will equalize things. The London "Financial Times," takes a bullish view of the situation. Reviewing crop increases this year and buying potentialities it does not think that there will be any glut of tea. It says:—"It must also be remembered that a record crop such as was last year is not likely to be repeated, and since consumption continues to increase both at home and abroad, there does not seem much likelihood of any serious fall in prices. From the point of view of shareholders in tea companies the outlook is therefore decidedly promising since there is no doubt that as a result of the war the use of tea in all European countries will be largely increased."

SYRUPS AND MOLASSES.—Inadvertently a mistake was made last week in the increase of price in cane syrups. This is 60c a dozen not case (as stated), and the price is now 5½ cents a pound in barrels. Case price is $4.80.

Molasses continues exceptionally firm, and no appreciable change is apparent. Freight tie-ups, both ocean and railroad, coupled with a strong demand have strengthened rather than detracted from the market.

Corn Syrups—		
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.		0 04½
Pails, 38½ lbs., $1.95; 25 lbs.		1 40
Cases, 2 lb. tins, 2 doz. in case		2 65
Cases, 5 lb. tins, 1 doz. in case		3 60
Cases, 10 lb. tins, ½ doz. in case		2 90
Cases, 20 lb. tins, ¼ doz. in case		2 85
Cane Syrups—		
Barrels, lb., 4¾c; ½ bbls.		0 05½
Cases, 2 lb. tins, 2 doz. in case		4 80
Molasses—		
Fancy, gallon	0 60	0 65
West India, bbls.	0 34	0 37

SPICES.—No change of price is recorded. All lines are in good steady demand, peppers, both black and white, especially being called for. Market is somewhat bare on cloves, and there is a firm demand.

Spices—	Compound, per lb.	Pure, per lb.
Allspice, ground	—0 20	0 17—0 19
Allspice, whole	—	—0 15
Arrowroot	—	0 15—0 20
Bay leaves	—	—0 20
Bicarb. soda	—	—0 23½
Caraway seeds	—	—0 25
Cassia, whole	—	0 26—0 32
Cassia, ground	0 16—0 18	0 26—0 34
Cayenne	—	0 30—0 35
Cayenne, Jap. chillies	—	—0 40
Celery seed	—	0 45—0 50
Celery salt	—	0 30—0 35
Celery pepper	—	0 30—0 35
Cinnamon, Batavia	—	0 30—0 40
Cloves, whole	—	0 40—0 45
Cloves, ground	0 18—0 22	0 35—0 45
Coriander seed	—	0 12—0 13
Cream of tartar	0 25—0 30	0 50—0 55
Curry powder	—	0 30—0 35
Ginger, Cochin	0 15—0 17	0 22—0 25
Ginger, Jamaica, ground	0 18—0 21	0 25—0 30
Ginger, Jamaica, whole		0 28—0 30
inger, African, ground	—	0 14—0 18
Mace	—	0 85—1 00
Mustard, pure	—	0 28—0 30
Mustard seed	—	0 20—0 25
Nutmegs, brown, 64s, 55c; 80s, 45c; 100s	—	0 35—0 40
Nutmegs, ground, bulk, 30-35c; 1 lb. tins	—	0 37—0 42
Pastry spice	—	0 25—0 30
Paprika	—	0 35—0 40
Peppers, black, ground	0 14—0 18	0 25—0 30
Peppers, black, whole	—	0 24—0 29
Peppers, white, ground	0 19—0 24	0 35—0 40
Peppers, white, whole	—	0 30—0 35
Pickling spice	—	0 18—0 23
Sage	—	0 45—0 50
Saltpetre (chili)	—	—0 10
Thyme	—	—0 26
Turmeric	—	0 20—0 22

DRIED FRUITS.—More interest is being displayed now in future fruits, and prunes share with raisins the honors in this regard. Quite a good deal of business in future raisins is being done at the coast. There is talk even this early, about increased prices this year, particularly in seedless raisins. There will be a big demand again this year, as there was last, and seeded also look as though they will be quoted at high levels.

Currants are firm and show no disposition toward easiness. Spot stocks are small; only the comparatively small demand at present is keeping prices as low as they are.

Peaches and apricots are still cleaning up, what few are around. Peaches are quite noticeably firmer this week, and in good demand. Apricots are very light in supply with a fair to middling call for them.

Prunes continue to be the centre of interest, that is, prunes for futures. Reports from the coast say that the crop has been hurt to a considerable extent by the recent freakish weather. Crop predictions in prunes are now ripe. Some bullish operators say it will be 70 per cent. of last year's, while others think it will be only half.

Apples, evaporated, per lb.	....	0 16¼
Apricots—		
Std., 25's, faced	0 12	0 12¼
Choice, 25's, faced	0 13½	0 14
Extra choice, 25's, faced	0 14½	0 15
Fancy, 25's, faced	0 15½	0 16
Candied Peels—		
Lemon	0 17	0 18
Orange	0 17	0 18
Citron	0 22½	0 23½
Currants—		
Filiatras, per lb.	0 13½	0 14½
Amalas, choicest, per lb.	0 14½	0 15½
Patras, per lb.	0 14	0 15
Vostizzas, choice	0 14¾	0 15½
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 07½	0 08
Hallowees	....	0 07
Prunes—		
30-40s, California, 25-lb. boxes	0 13	0 13½
40-50s, 25-lb. boxes	0 10¾	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09¼	0 09½
70-80s, 50-lb. boxes	0 08½	0 08¾
80-90s, 50-lb. boxes	0 08¼	0 08½
90-100s, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 07¾	0 08
Stds,, 50-lb. boxes	0 07	0 07¼
Choice, 25 lbs., faced	0 07¾	0 08
Extra choice, 25 lbs., faced	0 08	0 08¼
Fancy, 25 lbs., faced	0 08¾	0 09¼
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy,m 1 lb. packets	....	0 10
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets	....	0 10
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

BEANS.—Market is again firming up after a little easier feeling this last couple of weeks. This is due to scarcity again. There are no beans in the farmers' hands at all. Quotations are all very strong.

As to peas, choice blue are up to $3.50 and higher. The trade is being educated to buying a class of blue peas, for they have found that cheap blue peas are no good. Hand picked are the kind in demand and the heavy call has firmed and advanced price. Split peas, on the other hand, show a slight decline.

Beans, choice primes, bush.	4 25	4 50
Beans, hand-picked, bushel	....	4 75
Peas, blue, bushel	3 50	3 60
Split, lb.	0 05	0 05¾

RICE AND TAPIOCA.—Both remain very strong and a firm feeling exists. Buying has settled somewhat in this market, and is now of a hand-to-mouth character. Stocks, however, are very low, and the firm feeling prevailing requires little of a fillip to turn it into an advance.

Rice—		
Rangoon "B," per cwt.	....	4 28
Rangoon "OC," per cwt.	....	4 15
Rangoon, fancy, per cwt.	4 38	6 58
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 09	0 16
Seed, per lb.	0 09	0 10

NUTS.—Market remains fairly strong on one or two lines, notably shelled almonds and walnuts. Little interest is taken in most lines, however. There are no price changes.

In Shell—	Per lb.	
Almonds, Tarragona	0 15¾	0 16¼
Brazils, medium, new	0 16	0 18
Brazils, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, bags 110 lbs.	0 14	0 14¾
Peanuts, Jumbos, roasted	0 13½	0 14½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14¾	0 15½
Walnuts, Bordeaux	0 11	0 12
Wa..lnuts, Marbots	0 12½	0 13½
Shelled—		
Almonds	0 45	0 46
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 60	0 65
Walnuts, new, halves	0 38	0 40
Broken .....m.....	0 31	0 32

CANNED GOODS.—With the exception of a more or less general advance in corn, hinted at recently, there is little to report. Corn is now 95 to 97½, an increase of almost 2½c. Tomatoes are very firm, peas somewhat easier.

MONTREAL AND TORONTO PRICES

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon, Sockeye—		
1 lb. talls, cases, 4 doz., per doz.	....	2 52½
1 lb. flats, cases 4 doz., per doz.	....	2 72½
½ flats, cases 8 doz., per doz.	....	1 57½
Five cases or more, 2°c doz. less than above.		
Chums, 1-lb. talls	....	0 30
Pinks, 1-lb. talls	....	1 20
Cohoes, 1-lb. talls	....	1 45
Red Springs, 1-lb. talls	....	2 00
Humpback, ½-lb. tins	....	0 50
Canned Vegetables—		
Tomatoes, 3's	1 10	1 15
Peas, standards	0 92½	0 95
Early June peas	0 97½	1 00
Extra sifted peas	1 52½	1 55
Corn, 2's, doz.	0 95	0 97½
Fruits—	Group A	
3's Apples, Standard		1 05
3's Apples, Preserved		1 20
Gals. Apples, Standard		3 50
Gals. Apples, Preserved		4 25
Gals. Blueberries (Huckelberries), Standard		6 50
2's Cherries, Red (pitted), light syrup		1 50
2's Cherries Black, pitted, heavy syrup		1 90
2's Cherries, Black, not pitted, heavy syrup		1 55
2's Cherries, Red, pitted ,heavy syrup		1 90
2's Cherries, Red, not pitted, heavy syrup		1 55
Gals. Cherries, Red, pitted		8 50
Gals. Cherries, Red, not pitted		8 00
2's Blueberries (Huckleberries), Standard		1 55
2's Blueberries (Huckleberries), Preserved		1 90
2's Cherries, White, pitted, heavy syrup		1 90
2's Cherries, White, not pitted, heavy syrup		1 55
2's Currants, Black, heavy syrup		1 50
2's Currants, Black, Preserved		1 90
Gals. Currants, Black, Standard		5 25
Gals. Curants, Black, solid pack		6 25
2's Currants, Red, heavy syrup		1 50
2's Currants, Red, Preserved		1 90
Gals. Currants, Red, Standard		5 25
Gals. Currants, Red, solid pack		8 25
2's Gooseberries, heavy syrup		1 50
2's Gooseberries, Preserved		1 80
Gals. Gooseberries, Standard		7 25
Gals. Gooseberries, solid pack		8 50
2's Grapes, White, Niagara, Preserved		1 50
Gals. Grapes, White Niagara, Standard		3 50
2's Lawtonberries (Blackberries), heavy syrup		2 00
2's Lawtonberries (Blackberries), light syrup		1 50
2's Lawtonberries Preserved		2 25
Gals. Lawtonberries, Standard		7 00
2's Peaches, White, heavy syrup		1 50
2½'s Peaches, White, heavy syrup		1 90
3's Peaches, White, heavy syrup		2 40
1's Peaches, Yellow, heavy syrup, talls		1 25
1½'s Peaches, Yellow, flats, heavy syrup		....
2's Peaches, Yellow, heavy syrup		1 50
2½'s Peaches, Yellow, heavy syrup		1 90
3's Peaches, Yellow, heavy syrup		2 20
3's Peaches, Yellow, whole, heavy syrup		....
3's Peaches, Pie, not peeled		1 25
3's Peaches, Pie, peeled		1 75
Gals. Peaches, Pie, not peeled		3 25
Gals. Peaches, Pie, peeled		6 00
Gals. Pie Fruits, assorted (add 5%)		....
2's Pears, Bartlett, heavy syrup		1 75
2½'s Pears, Bartlett, heavy syrup		2 10
3's Pears, Bartlett, heavy syrup		2 25
2's Pears, Flemish Beauty, heavy syrup		1 75
2½'s Pears, Flemish Beauty, heavy syrup		2 10
3's Pears, Flemish Beauty, heavy syrup		2 25
2's Pears, Keiffers, heavy syrup		1 40
2½'s Pears, Keiffers, heavy syrup		1 75
3's Pears, Keiffers, heavy syrup		1 85
2's Pears, light syrup, Globe		1 20
3's Pears, light syrup, Globe		1 50
3's Pears, Pie, not peeled		1 20
3's Pears, Pie, peeled		1 50
Gals. Pears, Pie, peeled		4 00
Gals. Pears, Pie, not peeled		3 00
2's Pineapple, Sliced, heavy syrup		2 10
2's Pineapple, Shredded, heavy syrup		1 50
3's Pineapples, Whole, heavy syrup		2 10
3's Pincapple, Whole, heavy syrup		2 50
2's Pineapple, Sliced, Hygeian Brand		....
2's Plums, Damson, light syrup		1 00
3's Plums, Damson, light syrup		1 50
2's Plums, Damson, heavy syrup		1 15
3's Plums, Damson, heavy syrup		1 55
Gals. Plums, Damson, Standard		3 00
2's Plums, Egg, heavy syrup		1 10
2½'s Plums, Egg, heavy syrup		1 40
3's Plums, Egg, heavy syrup		1 50
2's Plums, Green Gage, light syrup		1 00
2's Plums, Green Gage, heavy syrup		1 15
3's Plums, Green Gage, light syrup		1 40
3's Plums, Green Gage, heavy syrup		1 60
Gals. Plums, Green Gage, Standard		3 50
2's Plums, Lombard, light syrup		1 00
2½'s Plums, Lombard, light syrup		1 30
3's Plums, Lombard, light syrup		1 50
2's Plums, Lombard, heavy syrup		1 10
2½'s Plums, Lombard, heavy syrup		1 30
3's Plums, Lombard, heavy syrup		1 60
Gals. Plums, Lombard, Standard		3 25
2's Raspberries, Black, heavy syrup		2 10
2's Raspberries, Black, light syrup		1 50
2's Raspberries, Black, Preserved		2 25
Gals. Raspberries, Black, Standard		7 25
Gals. Raspberries, Black, solid pack		9 50
2's Raspberries, Red, heavy syrup		2 10
2's Raspberries, Red, light syrup		1 50
2's Raspberries, Red, Preserved		2 40
Gals. Raspberries, Red, Standard		7 40
Gals. Raspberries, Red, solid pack		9 25
2's Rhubarb, Preserved		1 65
3's Rhubarb, Preserved		2 50
Gals. Rhubarb, Standard		3 50
2's Strawberries, heavy syrup		2 25
2's Strawberries, Preserved		2 40
Gals. Strawberries, Standard		7 75
Gals. Strawberries, solid pack		9 75

Manitoba Markets

Winnipeg, April 20.—Another advance in sugar. This occurred on the 12th, and is attributed to same thing—difficulty in getting boats to convey raws from Cuba. The high sugar market is also cause of a further advance in B. C. cane syrup quotations, which are 25c higher for cases of 2's, and 30c higher for 5's, 10's and 20's. Syrup is selling well even at these high figures.

In the produce market, interest is centred in eggs, which should drop to a basis of 19c this week, and if weather is real fine, they should go as low as 18c, at which basis storing will be permissible. In fruit and vegetable market there is activity. Among the lines which have advanced are: Grapefruit, now $4.50 case; navel oranges, $3.50-4.50 case; new cabbage, 5c lb.; turnips, $1 bushel, and Florida tomatoes, $5 case. Lines which have declined are: Valencia onions, $6.50 case, and Red Globe onions, 3½c lb. Rhubarb and spinach are two new lines on market.

There is no activity in flour and cereal market. Demand for flour is below normal. In fish market, chief fact of in-

terest is the arrival of new finnan haddies, which are selling high—10½-11c.

It begins to look as though canned goods will soon be an attractive market. If stocks held in Winnipeg are not extra large (it was always understood they were very heavy), it will soon be advisable to purchase at to-day's prices. The canner's representative in Winnipeg states that supplies of tomatoes here are not big. Strawberries are also reported to be prettey well cleaned up. Stocks of peas, beans and corn appear to be large.

Considerable interest is being shown by the trade in the corn stareh situation. It is stated recent decline of ¾c per lb. was made on account of eompetition.

Honey is very hard to procure, and it looks as if supplies were practically exhausted. Peanuts in packages advanced 10 per cent. last week. This was due more to the high cost of paper and labor rather than to the higher peanut market. Sales of confectionery have been heavier during the past week at advance than they were before the advance. There has been considerable buying of hulk goods.

SUGAR.—The market advanced another 10c on April 12th, bringing the price in Winnipeg up to a basis of $8.35 for standard granulated. Representatives of refiners here state that top of the market has not yet been seen. They have been drumming it into buyers that the sugar market was going to advance further, and they believe now that there will be considerable buying. They further state that it will soon be question of heing able to get sugar at any price.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	8 35
Extra ground or icing, boxes	9 20
Extra ground or icing, bbls.	8 90
Powdered, boxes	9 00
Powdered, bbls.	8 80
Hard lump (100-lh. case)	9 50
Montreal yellow, bags	7 95
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 30
Halves, 90 lbs., per cwt.	8 40
Bales, 20 lbs., per cwt.	8 40
Powdered, 50s	8 95
Powdered, 5s	9 20
Icing, barrels	8 95
Icing, 50s	9 15
Cut loaf, barrels	9 25
Cut loaf, 50s	9 45
Cut loaf, 25s	9 50
Sugar, Britisb Columbia—	
Extra standard granulated	8 35
Bar sugar, bbls.	8 80
Bar sugar, boxes 50s	9 00
Icing sugar, bbls.	8 90
Icing sugar, boxes 50s	9 20
H. P. lumps, 100-lb. cases	9 30
H. P. lumps, 25-lb. boxes	9 55
Yellow, in bags	7 95

SYRUPS.—There was further advance in Western cane syrup on April 12th of 25c per case on 2's, and 30c per case on 5's, 10's and 20's. Quotations now are: 2's, $4.05; 5's, $4.75; 10's, $4.45, and 20's, $4.35. Reason for advance is the high sugar market. Demand for syrup has been heavy, even at advanced prices. During the months of March, April and May demand for syrup is always good an account of spring work in the country, farmers using considerable.

Corn Syrup—	
2s, per case 2 doz.	2 98
5s, per case 1 doz.	3 38
10s, per case, ½ doz.	2 96
20s, per case ½ doz.	2 97
½ barrels, by the lb.	4 14
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	4 05
5-lb. tins, 1 doz. to case, per case	4 75
10-lb. tins, ½ doz. to case, per case	4 45
20-lb. tins, 3 tins to case, per case	4 35

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes, ½ bbls., per gal	0 65
New Orleans	0 28

Tins, 2s, $3.50; 2½s, $3.10; 5s, $3.05; 10s, $2.75.

DRIED FRUITS.—There has been a marked advance on future prunes for October shipment. The bulk basis to the jobber has jumped 1⅛e in the past ten days, and there is a good deal of excitement in California, as it is reported that prune blossoms have heen damaged to a great extent; this report, however, may be exaggerated, hut in the meantime all values on spot stuff have advanced in sympathy with future. Future raisins will be considerably higher than last year. it is helieved. There are practically no peels available for shipment from Great Britain. and as stated last week, the Canadian trade must look to the States for supplies. Already some of the hest packers in the United States report their output sold. Brokers advise jobbers to anticipate requirements on peels. Orders are now heing placed for August-September shipment.

Dried Fruits—		
Evaporated apples, choice, 50's	....	0 11
Evaporated apples, choice, 25's	....	0 11½
Pears, choice, 25's	....	0 12¾
Apricots, choice, 25's	....	0 13
Apricots, choice, 10's	....	0 14
Peaches—		
Choice, 25-lb. boxes	....	0 07
Choice, 10-lb. boxes	....	0 07¾
Currants—		
Filiatras, per lb.	....	0 10¼
Filiatras, fresh cleaned	....	0 11¼
1 lb. package Amalias	....	0 12
2 lb. package	....	0 24
Dates—		
Hallowee, loose, per lb.	....	0 06
Hallowee, 12-oz. pkgs.	....	0 08¼
Fard dates, 12-lb. boxes	....	1 25
Raisins, California—		
16 oz. fancy, seeded	....	0 10¼
16 oz. choice, seeded	....	0 09¾
12 oz. fancy, seeded	....	0 08¼
12 oz. choice, seeded	....	0 08⅛
Raisins, Muscatels—		
3 crown, loose, 25's	....	0 09¼
3 crown, loose, 50's	....	0 08¾
Raisins, Sultanas—		
California, 50's, fancy bleached	....	0 16¾
California, 25's, fancy bleached	....	0 17
16-oz. pkgs.	....	0 17½
Raisins, Cal. Valencias—		
25-lb. boxes	....	0 09
50-lb. boxes	....	0 09⅛
Prunes—		
90 to 100, 25s	....	0 07¾
80 to 90, 25s	....	0 08
70 to 80, 25s	....	0 08¼
60 to 70, 25s	....	0 08⅞
50 to 60, 25s	....	0 09¼
40 to 50, 26s	....	0 10
Peels—		
Orange, lb.	....	0 20
Lemon, lh.	....	0 20
Citron, lb.	....	0 23½

DRIED VEGETABLES.—The market as regards white beans remains about the same.

Beans—		
Choice, white, 3-lb. pickers, per bush.	....	4 50
Fancy, hand-picked, bushel	....	4 65
California Lima Beans—		
80-lb. sacks	....	0 07¾
Barley—		
Pot, per sack, 98 lbs.	....	3 20
Pearl, per sack, 98 lbs.	....	4 35
Peas—		
Split peas, stck, 98 lbs.	6 15	6 25
Whole peas, bushel	....	2 90
Whole peas, 1 lh. pkgs., case	....	3 30

SPICES.—There are no changes here either in the local or primary market.

Allspice, ground	0 11½	0 14½
Cassia, ground	....	0 22
Cream of tartar, 98% guaranteed	0 50	0 53
Cloves, whole	....	0 26
Cloves, ground	....	0 28
Ginger, Jamaica, ground	0 22½	0 23⅜
Nutmegs, ground	0 25	0 30
Pepper—		
Ground, black	....	0 24
Ground, wbite	....	0 32½
Wbole, white	....	0 31½

COFFEES.—An advance of ½c per lb. is reported on all coffees in the primary market. There is a good local demand.

Coffee—		
Green, choice, No. 7 Rio	....	0 14
Green, choice, No. 6 Rio	....	0 15½
Green Santos	....	0 18½
Roasted Rio, in bulk (sacks)	....	0 19½
Roasted Santos	0 23	0 25
Whole, black	....	0 23
Maracaibo	....	0 21¾
Chicory, lb., by bbl.	....	0 09½
Chicory, lb., 14-lb. tins	....	0 12¾

CANNED GOODS.—Fairly heavy stocks are being carried in Winnipeg with exception of tomatoes, which will soon be pretty well eleaned up. The latter are now being held at a comparatively low price, but it would not be surprising to anyone to see them advance 15c a dozen. It is believed in some quarters that they will soon be hard to get at any priee. Strawberries are being cleaned up. Catsup in 2 lb. tins is hard to get. Lombards and Greengages in 2 lbs. are also searce. There seems to be plenty of peas, corn and beans. In primary market salmon of any kind is hard to get. Cohoes are pretty well exhausted; Northern Pinks are cleaned up, and about the only class of Pinks available are Fraser River. There are small quantities of Red Spring, but Soekeye supplies are limited. There have been no important price ehanges of late.

BRITISH COLUMBIA MARKETS

By Wire

Vaneouver, April 19.—Strawberries from Florida and from Los Angeles have arrived on this market. The Florida beauties, 24 baskets to the crate, are quoted at $5.25. The Los Angeles berries 15 baskets to the crate, arc at $2.75. Butter men say that butter will advance shortly. New Zealand prints are 40e; Hollyhrook prints, 39c; white rose prints, 37½c. Certain classes of cured fish arc inadequate to the demand. Fresh smoked kippers in 20-lb. boxes, quoted at .07. New Arcadia cod, 12-2's, $3.50. Hams, medium, 22c; bacon, Ajax brand light, 24½c. Eggs are (local and fresh) 29e and 30c. Apples, fancy winsaps, $1.85; Yellow Newtons, $1.50 to $1.75; cooking, $1.50; Florida grapefruit, 6c. Lemons mission sunkist, $4.50; festival, .4. Oranges, 80's, $2.50, and 200-288, $4. The spring trade is developing satisfactorily, wholesalers say.

Produce and Provisions—		
Butter, creamery, per lb.	0 32½	0 37½
Butter, New Zealand, lb.	....	0 40
Cheese, per lb., large, 20½c; twins	....	0 21
Cheese, Stilton, lb.	....	0 23¼
Eggs, local, fresh	0 29	0 30
Grapefruit, Florida, case	....	7 00
Lard, 3's, per case	....	8 55
Lard, 5's, per case	....	8 45
Lard, 10's, case	....	8 40
Lard, 20's, each	....	10 90
Hams, mild	....	0 22
Bacon, ligbt	....	0 24½
General—		
Almonds, sbelled, lb.	....	0 42½
Beans, Lyton, per lb.	....	0 06½
Cream of tartar, lb.	....	0 55
Beans, Lytton	....	0 06¾

Figs, 12-10 oz. pkgs., per box		0 90
Figs, 50-60 oz. pkgs., per pkg.		2 25
Cocoanut, lb.		0 18½
Cornmeal, bail		3 00
Flour, best pateuts, per bbl.		7 10
Grapefruit, Florida, case		6 00
Strawberries, small crate, $2.75; large		5 25
Honey, Idabo, 24 lbs.		4 50
Lemons, box		4 75
Mushrooms, lb		0 75
Potatoes, Ashcrofts, per ton	30 00	35 00
Potatoes, local, ton		20 00
Rolled oats, bail of 80 lbs.		2 80
Onions, Oregon, cwt.		1 50
Oranges, new, navel, box	2 40	3 40
Rice, 50's, sack		1 90
Sugar, standard gran., per cwt.		8 25
Sugar, yellow, per cwt.		7 00
Walnuts, shelled, lb.		0 45
Walnuts, Manchurian, lb.	0 14	0 16
Jams, glass jars, doz.		2 25
Jams, 4-lb. tins, doz.		7 50
New cod		3 50
Canned Goods—		
Apples, gals., 6-case		1 62
Beans, 2's		2 10
Corn, standard, per 2 doz. case		2 15
Peas, standard, per 2 doz. case		2 10
Plums, Lombard, 2's, case		1 90
Peaches, 2½'s, case		4 00
Strawberries and raspberries, 2's, case		4 50
Tomatoes, standard, per doz., case		2 30
Salmon—		
Sockeye, 1's, 4 doz. case		9 00
Sockeye, ½'s, 8 doz. case		10 75
Pinks, 1's, 4 doz case		4 00
Dried Fruits—		
Apricots, per lb., 11c; Apples, lb.		0 12
Prunes, 70-80, 25's, lb.		0 08
Currants, per lb.		0 12
Raisins, seeded, lb.		0 09½
Peaches, per lb.		0 06½
White figs, per lb.		0 07½

ALBERTA MARKETS (CALGARY)

By Wire

Calgary, April 19.—California Klondyke strawberries quoted at $3 a crate. Onions at $75 a ton. Evaporated peaches and prunes slightly firmer. All canned milks up 15c a case. Gillett's lye up 75c. As expected, hog products have advanced. Lard 5's now 10-15c. Bacon, bellies, 24½c. White beans will be much higher. Sugar up 10c to-day. New-laid eggs are firmer at 20c.

General—		
Beans, small white Japan, lb.		0 08
Flour, No. 1 patent, 98's	3 40	3 55
Molasses, extra fancy, gal.		0 75
Rolled oats, bail		2 85
Rolled oats, 80s		2 65
Rice, Siam, cwt.	4 50	4 75
Potatoes, local, per bush.	0 60	0 75
Sago and tapioca, lb.		0 08
Sugar, pure cane, granulated, cwt.		8 85
Shelled walnuts, finest halves, lb.		0 49
Shelled walnuts, broken, lb.		0 30
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 19	0 22
Butter, creamery, lb.		0 35
Butter, No 1, dairy, lb.		0 25
Lard, pure, 5s, per case		9 85
Bacon, smoked backs, per lb.		0 23
Bacon, smoked bellies, per lb.		0 24
Lard, pure, 3s, per case		9 90
Canned Goods—		
Tomatoes, 3s, standard, case		3 00
Corn, 2s, standard, case		2 35
Peas, 2s, standard, case		2 45
Tomatoes, gals., case		2 25
Apples, gals., Ontario, case		1 75
Strawberries, 2s, Ontario, case		4 90
Raspberries, 2s, Ontario, case		4 50
Salmon, finest sockeye, tails, 48xls, cs.		10 00
Salmon, pink, tails, 48xls, per case		4 50
Lobster, ½s, per doz.		3 00
Dried Fruits—		
Currants, lb.		0 13
Evaporated apples, 50s, per lb.	0 11	0 11½
Peaches, choice, 25s, per lb.		0 07½
Apricots, choice, 25s, per lb.		0 13
Pears, choice, 25s, per lb.		0 14
Prunes, 90-100		0 07
Sultana raisins, Cal., extra fancy		0 15
Valencia raisins, Cal., lb.		0 10
Fruits and Vegetables—		
Apples, No. 1, box	2 00	2 25
Apples, cooking, box	1 75	2 00
Bananas, lb.		0 05
Grapefruit, Florida, case	4 75	5 00
Oranges, navels, case	3 75	4 25
Onions, B.C., ton		25 00
Lemons, case	4 50	5 00
Strawberries, Louisiana, 24 pts.	4 00	4 25

SASKATCHEWAN MARKETS

By Wire

Regina, Sask., April 19.—Sugar market firmer. Roger's syrups advanced 30c recently. Vinegar on up-grade, causing advance in all lines of pickles. Canned goods show tendency toward advance. Borden's milk and Gillett's goods advancing. Eggs, 22c. Plenty of fresh vegetables coming in; onions, rhubarb, asparagus, strawberries, parsley, peas, pineapples, artichokes, tomatoes and cucumbers among them.

Produce and Provisions—		
Butter, creamery, per lb.		0 33
Butter, dairy, No. 1		0 26
Cheese, per lb.		0 21¼
Eggs, new laid		0 20
Lard, 1's, per case		9 35
Lard, 6's, per case	9 85	10 00
Lard, 10's, per case		9 80
Lard, 20's, per case		3 25
General—		
Beans, Ontario, white, per bush.		4 50
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	0 50	0 60
Cocoanut, lb.		0 23
Cornmeal, bail		2 80
Flour, 98's		3 35
Rolled oats, 80's		2 45
Rice, per cwt.		4 35
Onions, B.C., 100 lbs.		3 00
Sugar, standard gran., per cwt.		8 64
Sugar, yellow, per cwt.		7 84
Tapioca and sago, lb.		0 09½
Walnuts, sbelled, 47-49c; almonds	0 45	0 47
Canned Goods—		
Apples gals., case		1 80
Beans		2 25
Corn, standard, per 2 dozen		2 23
Peas, standard, per 2 dozen		2 40
Plums, Lombard		2 10
Peaches		3 10
Raspberries, $4.33; Strawberries		4 73
Tomatoes, standard, per case		2 60
Salmon—		
Sockeye, 1's, 4 dozen case		9 55
Sockeye, ½'s		12 35
Cohoes, 1's		6 00
Humpbacks, 1's		4 60
Fruits and Vegetables—		
Apples, Washington, bbl.	1 75	2 25
Celery		0 06½
Cranberries, per bbl.		10 50
Grapefruit, case	4 00	4 50
Lemons		5 50
Navels	4 00	4 75
Potatoes, bushel, B.C.		1 15
Rhubarb, lb.		0 40
Cucumbers, doz.		2 00
Tomatoes, Florida, 6-basket crate		5 00
Dried Fruits—		
Apricots, per lb.		0 12
Citron peel, lb.		0 24
Lemon peel, lb.		0 17
Orange peel, lb.		0 17½

TRADE AFTER THE WAR

Now that the subject of trade after the war in its international aspects, says the Grocer, London, Eng., is causing so much discussion among those who rightly realize that it is our duty to beat the enemy in civilization in commerce as well as on the stricken field if the future of liberty and freedom is to be secured, it is not surprising to find that members of the retail grocery trade are beginning to consider what is likely to be the course of their own business when peace is declared. As will be perceived from our report of the meeting on Wednesday of the Bradford Grocers' Association, a committee of that organization has been appointed to consider and report what action should, in their opinion, be taken "when prices of goods begin to come down" at the end of the war. Some of the speakers apparently hold the opinion that with the cessation of hostilities there will be a sudden and substantial reduction in the prices of goods grocers distribute. Possibly a few articles may be affected in this manner; but we very much doubt whether there is any justification for anticipating a general or substantial reduction in prices of foodstaffs immediately peace is declared.

The resumption of normal conditions in regard to the production, transport and distribution of foodstuffs cannot in the most favourable conditions which are possible take place immediately hostilities cease; the improvement will certainly be gradual. In these circumstances we do not believe that there is likely to be any sudden and substantial fall in the prices of proprietary articles, in regard to which some of our Bradford friends expressed uneasiness. Present indications do not suggest that manufacturers will easily and quickly overcome the difficulties which have rendered increased charges for their goods necessary, and they are not likely to be so blind to their own interests and the interests of their supporters in the distributive trade as prematurely and precipitately to advertise a reduction in the retail prices of their specialities. Hence we believe that prudent buyers need have no fear as to the future. If they do not buy in a panic they certainly need not sell in a panic.

IMPORTANT U. S. COURT DECISION

That a person cannot be punished under the United States Food and Drugs Act for violating the standards of Circular 19, standards created by any public officials, standards erected by custom or otherwise, because the Act itself does not in terms provide for any standards, nor does it adopt any existing standards or delegate to anyone the power and authority to create such standards, is the decision rendered by Judge Albert S. Anderson, of the United States District Court at Chicago, in the case of the United States vs. Thomson & Taylor Spice Company.

The Thomson & Taylor Spice Company were charged by the Government with selling peppermint extract containing less than 3 per cent. of oil of peppermint, which is the Government standard, and an orange extract containing less than 5 per cent. of oil of orange, also the Government standard.

During the trial counsel for the defendant raised the questions that because the Food and Drugs Act contained no provision of any sort for food standards it followed that no standards on food products were within the provision of the Act, and that consequently no criminal prosecution for a violation of the Act could be predicted upon the fact, if such were a fact, that the product had been shipped in interstate commerce. Judge Anderson, holding as sound this contention, discharged the defendant.



FRUIT AND VEGETABLES



Many New Vegetables Arriving

Shalots, Egg Plant, Are New Lines Just In—Strawberries Getting Cheaper — Better Demand For Root Vegetables—Boston Head Lettuce Scarce—Navels Gradually Advancing

MONTREAL

FRUITS.—Market is feeling stimulating influence of Easter season and increased demand. Market lacks activity in lines other than oranges and bananas which are selling well. A fair trade in strawberries is developing, although not yet coming forward in very large quantities. Oranges are firm in price, but those coming forward are very wasty. Pineapples have declined 50c and are now offered at $5.50 a crate. Sales in apples have inclined to slowness and the whole line is a trifle easier with the exception of Spies which are keeping up fairly well in sales and also show firmness in price.

Apples—		
Spys	....	7 00
Ben Davis, No. 1	....	4 00
Ben Davis, No. 2	....	3 50
Russets, No. 1	....	6 00
Russets, No. 2	....	5 00
Greenings	....	4 50
Baldwins	4 00	4 25
Bananas, bunches	2 00	2 25
Cranberries, Cape Cod, bbl.	12 00	12 50
Grapefruit, 46-54-64-80-96	3 00	3 50
Lemons—		
California	....	2 75
Verdellis	....	2 75
Messina, 300 size, box	2 50	3 00
Oranges—		
Navels	3 50	4 00
Jamaica, 196-200-216	....	2 50
Porto Rico, 126-150-250-288	....	2 50
Pineapples, 18-24 and 30-36	....	5 50
Strawberries, Florida, box	0 40	0 45
Strawberries, Louisana	0 10	0 13

VEGETABLES.—Market shows effect of new vegetables arriving as well as a heavier influx of some lines of green stuff. Spinach has dropped 50c to 75c and now offered at $3 a barrel, a reaction directly due to the arrival of large quantities on this market, two cars having arrived this week alone. New Montreal shalots are on market at $1 a dozen bunches. Montreal cabbage has declined 25c and is offered at $1.50 per barrel because of the many receipts of new cabbage which, however, remain the same in price at $3. Celery has declined 25c and is $3 a crate. Boston head lettuce is very scarce and has advanced 50c to a price of $3.25 a basket. Montreal and silver onions are up 25c and 50c respectively, and are offered at $4 a bag and $3 a crate respectively. There is a car of Spanish onions in half crates on this market selling at $3.50. New beets at $1.25 and new carrots at 75c per doz. bunches are new arrivals on market. Potatoes are unchanged, steady and firm.

Artichokes, bag	....	1 50
Beets, bag	....	1 50
Beets, new, per doz. bchs.	....	1 25
Beans, wax, N.Y., per basket	....	8 00
Beans, green, N.Y., per basket	....	4 00
Brussel sprouts, qt.	....	0 23
Cabbage, Montreal, per bbl.	....	1 50
Cabbage, red, doz.	....	0 40
Cabbage, new	....	3 00
Carrots, bag	0 50	0 75
Carrots, new, per doz. bchs.	....	0 75
Cauliflower, crate, single, doz. bunches	....	3 50
Cauliflower, Canadian, doz.	1 00	1 50
Celery, Florida	....	3 00
Cucumbers, fancy, Boston, doz.	1 75	2 00
Egg plant, N.Y., doz.	....	1 75
Endive Can., per lb.	....	0 25
Garlic	....	0 30
Horse radish, per lb.	....	0 15
Leeks, bunch	0 25	0 30
Head lettuce, Boston, box	....	3 25
Curly lettuce, box, 4 doz.	....	2 40
Mint, doz.	....	0 60
Mushrooms, 4-lb. basket	2 00	2 50
Oyster plant, doz.	....	0 50
Onions—		
Montreal, 100 lbs., bag	....	4 00
Spanish, crate	....	6 50
Silver, per 50 lb. crate	....	3 00
Parsnips, bag	....	1 50
Parsley, Bermuda	....	1 00
Parsley, Montreal, per doz.	....	0 50
Potatoes—		
Montreal, 80 lbs., bag	....	1 75
New Brunswick, 90 lbs., bag	....	2 00
Green Mt.	....	2 00
Sweet, hamper,	1 75	2 00
Radishes, per doz.	....	0 65
Rhubarb, per doz.	....	1 25
Spinach, New York, bbl.	....	3 00
Shalots, per doz.	....	0 60
Shalots, Mtl., per doz. bchs.	....	1 00
Turnips, bag	....	1 00
Turnips, bag, Quebec	....	1 25
Tomatoes, hothouse, lb.	0 30	0 35
Tomatoes, Florida, 6 basket crate	2 50	3 25
Watercress, Boston hothouse, doz.	....	0 75
Watercress, Canadian, doz.	....	0 40

TORONTO

FRUIT.—A further drop has occurred in the price of Louisiana strawberries, and these now sell as low as 32 and 33 cents. They have entirely superseded Floridas, and are getting more plentiful every day. Grapefruit is firming up, on better demand, and we quote $3.50 to $4. Navels are getting scarcer now, and price is up 25 cents this week, making it $4.25. Apples are firm at prevailing levels, and spies are particularly in demand. Dates are having some business at eight cents. Business is pretty good, and trade in anticipation of holidays has been well up to average.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	6 00
Apples, Spies, bbl.	4 00	7 00
Apples, Baldwins, bbl., No. 1	3 00	5 00
Apples, Greenings, bbl.	3 00	5 00
Apples, Russets, bbl.	3 00	4 50
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 00	2 75
Bananas, per bunch	2 00	2 75
Cranberries, bbl.	....	12 50
Dates, lb. box	....	0 08
Grapefruit—		
Florida, case	3 50	4 00
Cuban, case	3 00	3 50
Oranges—		
Navels	3 00	4 25
Mediterranean sweets	3 00	3 25
Kings, case	5 75	6 00
Lemons, new, California, box	3 00	3 25
Lemons, new, Messina, box	2 75	3 25
Limes, per 100	....	1 50
Pineapples, Florida	5 50	6 00
Strawberries, Florida	0 32	0 33

VEGETABLES.—New asparagus is coming in in bigger quantities, and price is dropping in consequence. This is now down to $4.25 and $5. Cauliflower is going the other way at the moment, however, owing to lack of stocks and good demand. It has advanced. Mushrooms are more plentiful and have dropped slightly. Florida celery is lower-priced this week. Egg plant is with us again, and sells for $2 and $2.50. Potatoes are quoted at all priees, according to quality. In no case are they higher than they were last week, but in the ease of extra quality Delawares firmness is maintained. Lettuee is in good demand, and sells well at ruling prices. Root vegetables are picking up. Radishes and carrots are moving more quickly now. General business is good enough, and has spruced up some with preparations for holidays.

Asparagus, doz.	4 25	5 00
Cabbage, new, case	3 00	3 50
Beets, Canadian, bag	0 60	0 65
Carrots, bag	1 10	1 25
Cauliflower, case	3 25	3 50
Celery, Florida, case	2 65	2 75
Cucumbers—		
Hothouse, doz.	2 00	2 50
Egg plant, doz.	2 00	2 50
Onions—		
Choice, Canadian	2 00	2 25
Amercian, 100-lb. bag	2 75	3 00
Spanish, small case	1 75	2 00
Green, doz., bunches	0 10	0 20
Lettuce, leaf, doz.	0 25	0 35
Lettuce head, hamper	2 75	3 00
Mushrooms, imported, 6 qt.	2 25	2 50
Parsnips, bag	0 80	0 90
Parsley, doz.	1 00	1 25
Peppers, green, basket	0 60	0 65
Potatoes—		
N.B. Delawares, bag	2 00	2 05
Ontario, bag	....	1 85
Sweet, kiln-dried, hamper	....	1 35
Radishes, doz.	....	0 40
Rhubarb, doz.	0 75	1 00
Tomatoes, crate	3 00	3 25
Turnips, bag	0 50	0 45

WINNIPEG

FRUIT AND VEGETABLES. — There have been some very important changes in this market during the past week, some advances due to small receipts, and some big declines. Asparagus is now coming on the market at $5.00 per case; last quotations were $8.00 per case. New cabbage jumped to 5c per lb. and turnips are now $1.00 per bushel. For a long time the latter were quoted at 60c per bushel. Val-

(Continued on page 34.)



PRODUCE AND PROVISIONS



New Laids and Dairy Butter Lower

Ample Easter Supplies of Eggs Do Not Stiffen Market — More Dairy Butter Being Made — Cooked Meats in Brisk Demand—Hogs Very Firm

MONTREAL

PROVISIONS.—Market remains unchanged with undertone of added firmness resulting from limited supplies of hogs coming forward and firming of all pork products. Demand for dressed hogs fell off slightly at end of last week, but all trade in lines for past ten days has been fairly brisk in anticipation of Easter trade which has intensified firmness of limited stocks on hand. Dry salt meats are very scarce on market and heavy short cut barreled pork cannot be had. Lard is scarce with firm undertone that makes changes upward freely predicted by dealers. Smoked and cured meats in city and country trade are changing hands in limited quantities sufficient for actual needs only.

Hams—		
Small, per lb.	....	0 21
Medium, per lb.	0 20	0 21
Large, per lb.	....	0 19
Backs—		
Plain, bone in	....	0 24
Boneless	....	0 29
Peameal	....	0 29
Bacon—		
Breakfast, per lb.	....	0 24
Roll	....	0 17
Shoulders, bone in	....	0 15
Shoulders, boneless	....	0 16
Cooked Meats—		
Hams, boiled, per lb.	....	0 32
Hams, roast, per lb.	....	0 35
Shoulders, boiled	0 26	0 27
Shoulders, roasted	....	0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—		Per bbl.
Heavy short cut mess	....	27 00
Heavy short cut clear	....	27 50
Clear fat backs	....	30 00
Clear pork	....	28 00
Lard, Pure—		
Tierces, 350 lbs. net	....	0 15
Tubs, 50 lbs. net	....	0 15¼
Tins, 50 lbs. net	....	0 15¼
Pails, wood, 20 lbs. net	....	15½
Pails, tin, 20 lbs. gross	....	0 15
Cases, 10 lb. tins, 60 in case	....	0 15¾
Cases, 3 and 5-lb. tins, 60 in case	....	0 16¾
Bricks, 1 lb., each	....	0 17¼
Lard, Compound—		
Tierces, 375 lbs. net	....	0 13¾
Tubs, 50 lbs. net	....	0 14
Tins, 50 lbs. net	....	0 14
Pails, wood, 20 lbs., net	....	0 14¼
Pails, tin, 20 lbs. net	....	0 14¼
Cases, 10-lb. tins, 60 in case	....	0 15¼
Cases, 3 and 5-lb. tins, 60 in case	....	0 15
Bricks, 1 lb. each	....	0 16
Hogs—		
Dressed, abattoir killed	....	0 14½

BUTTER. — Market remains unchanged in price, but with an easier feeling apparent which has resulted in some sales having been recorded at slightly lower prices than those ruling in fresh made lines although dairy butter remains very scarce and firm as reports indicate scarcity in country at large.

Sales at the Dairymen's Exchange at Cowansville on Saturday were very slow at prices at from 2 to 2⅛c lower than the corresponding week last year though only half of offerings were sold and advices from other sources indicate increase of stock of creamery on hand as compared to previous years. Receipts for ending week of April 15th, were over three thousand packages in excess of last week and over two thousand packages in excess of same week of last year. Large auction sales are becoming feature of market.

Butter—		
Finest creamery, September make	....	0 34
Finest creamery, fresh made	....	0 35
Dairy prints	....	0 30
Dairy, solids	....	0 30
Separator prints	....	0 30
Bakers	....	0 26

EGGS.—Market is without feature of interest to record and prices remain unchanged with an easier undertone noticeable in market due to greater quantities of new-laid coming forward, although not yet sufficiently in excess of consumption to bring price down and packers and dealers are said to be buying and putting into cold storage earlier than usual this year for future disposal of. English market.

Eggs, case lots—		
New laid, stamped	....	0 26

CHEESE.—Market remains firm without feature of interest to record with continuation of factors ruling for some weeks past. High prices are unchanged and in conjunction with limited stocks tend to restrict trading and new cheese is not arriving in sufficient quantity to establish a market.

Cheese—		
1915 make	0 19	0 20
Stilton	....	0 21

POULTRY. — Market remains unchanged in prices and other ruling factors with scarcity of supplies and good demand chief features. There is no fresh stuff coming forward and very few live fowl and trading consists almost entirely in left over stock which is being rapidly cleaned up in anticipation of new season. Easter trade has developed added demand and firmness which is expected to play out in most lines after holiday season with exception of dressed poultry which seems to be well out of market. Fresh killed is coming forward slowly and is scarce and high.

Poultry—		
Frozen Stock—		
Turkeys	0 27	0 28
Fowl, large	0 20	0 21
Fowl, small	0 16	0 19
Ducks	....	0 26
Geese	0 17	0 18
Roasting chicken, milkfed, 4 lbs. or over	0 21	0 26
Roasting chicken, ordinary	0 18	0 22
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair	....	0 40
Squabs, Philadelphia, pair	....	0 70
Pigeons, pair	0 25	0 30
Live Stock—		
Fowl, 5 lbs. and over	0 22	0 23
Fowl, small	0 18	0 21
Turkeys	0 22	0 25
Ducks	0 30	0 32
Geese	0 16	0 18
Chicken	0 15	0 18

HONEY.—Market remains quiet and steady with prices unchanged. Slimness of stocks counteract any tendency to general easiness in market, resulting from slackness of demand which is less than that of a normal season.

Honey—		
Buckwheat, tins	....	0 09½
Strained clover, 60-lb. tins	....	0 12
Strained clover, in 10-lb. tins	....	0 12½
Strained clover, in 5-lb. tins	....	0 12½
Comb boney, white clover, per section.	....	0 16
Comb honey, buckwheat, per section..	....	0 13

TORONTO

PROVISIONS.—All meats retain the firmness noticeable this last couple of weeks, and in the case of one or two higher levels are touched. Fat backs is one such line; it shows an advance of half a cent. Cooked meats are showing brisk demand now that the end of Lent draws near, and hams are up a full cent. Lard prices are about the same; in the case of compound, in tierces, there is an advance of half a cent. Tubs and pails, however, are a trifle lower. Dry salt meats and barreled pork are noticeably scarce.

Hams—		
Light, per lb.	0 21	0 22
Medium, per lb.	0 20	0 21
Large, per lb.	0 16	0 18
Backs—		
Plain	0 26	0 27
Boneless, per lb.	0 28	0 30
Pea meal, per lb.	0 28	0 30
Bacon—		
Breakfast, per lb.	0 22	0 26
Roll, per lb.	0 18	0 19
Shoulders, per lb.	0 18	0 19
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 16	0 17
Long clear bacon, small lots	0 16½	0 17½
Fat backs, lb.	0 14	0 15
Cooked Meats—		
Hams, boiled, per lb.	0 30	0 31
Hams, roast, per lb	0 30	0 31
Shoulders, boiled, per lb.	0 26	0 27
Shoulders, roast, per lb.	0 26	0 27
Barrelled Pork—		
Heavy mess pork, per bbl.	0 29	0 31
Short cut, per bbl.	0 29	0 30

Lard, Pure—		
Tierces, 400 lbs., per lb.	0 15¼	0 15½
Tubs, 60 lbs.	0 15½	0 15¾
Pails	0 15¾	0 16
Tins, 3 and 5 lbs., per lb.	....	0 16¼
Bricks, 1 lb., per lb.	....	0 17¼
Lard, Compound—		
Tierces, 400 lbs., per lb.	....	0 13¼
Tubs, 50 lbs., per lb	0 13½	0 14¼
Pails, 20 lbs., per lb.	0 14	0 14½
Hogs—		
Live	11 50	11 75
Dressed, abattoir killed	15 50	16 00

BUTTER.—There is a drop of a couple of cents in the price of dairy, which brings choice to 27-30. This is because there is far more coming from the country. Apparently they are making more at home and not sending much to creameries. This is partially a weather condition; the roads are very bad, still. Moreover, the flow of milk is improving and supplies of butter also increase. There is a slightly easier feeling in creamery butter too, as is evidenced by the drop to 35 and 36c. Outlook is for still lower lever, and produce men expect this. Strangely enough, bakers' prints are scarce.

Creamery prints, lb.	0 35	0 36
Creamery solids	0 32	0 33
Dairy prints, choice, lb.	0 27	0 30
Dairy prints, lb.	0 26	0 28
Bakers	0 25	0 26

CHEESE.—There is no change in price, and little in condition. This latter remains very firm, still owing its strength largely to export demand, which doesn't abate. Difficulty is experienced in getting boats to carry purchases to Britain.

Cheese—		
New, large, per lb.	....	0 19
New, twins, per lb.	....	0 19¼
June and Sept., large, per lb.	....	0 20
June and Sept., twins, per lb.	....	0 20¼
June and Sept., triplets, per lb.	....	0 20½

EGGS.—Price of new laids is again down, this time by a couple of cents. That means cartons at 25 to 26c, and ex-cartons, one cent lower. Heavy production is largely the reason. There was some anticipation that a heavy Easter trade would swamp supplies, firming and even advancing the market. This has not materialized. Easter trade is about over now, and prices, too, are a couple of cents higher than at this time last year. It is surmized that still further declines will follow. Produce men aim to get the price in the country down to 20c this week. Some have done it already.

Eggs—		
New laids, specials, in cartons	0 25	0 26
New laids	0 23	0 24

POULTRY.—There is hardly any live stuff coming at all. The market remains firm, all levels being well supported. Demand for Easter is fairly heavy and has given even additional strength to the market. It will flicker out after the holiday, however.

Poultry—	**Live**	**Dressed**
Old fowl, pound	0 18—0 20	0 18—0 20
Old turkeys	0 18—0 20	0 26—0 30
Ducklings	0 14—0 16	0 18—0 20
Turkeys	0 18—0 20	0 23—0 27
Chickens	0 18—0 27	0 20—0 24
Chickens, milkfed	0 17—0 20	0 25—0 26

HONEY.—Demand is brisk and prices are firm.

Honey—		
Buckwheat, bbls., per lb.	0 07	0 07½
Buckwheat, tins, per lb.	0 07½	0 08
Clover, 50 lb. tins, per lb.	....	0 13½
Clover, 10 lb. tins, per lb.	....	0 14
Clover, 5 lb. tins, per lb.	....	0 14
Comb, No. 1, doz.	2 50	3 00
Comb, No. 2, doz.	2 00	2 40

MAPLE SYRUP.—There is no change in quotation. Wine gallon measure is also included hereunder, at $1.15. Nothing further can be said as to supplies; opinions conflict so. Some supplies are coming, however.

Maple Syrup—		
Imperial, gallon	....	1 40
Wine gallon	....	1 15

WINNIPEG

PRODUCE AND PROVISIONS.—Receipts were considerably heavier last week, but not equal to last year. In the event of continued mild weather, we look for a flush commencing this week. Stocks will then be going into storage, although the price just now is rather high for any quantity to be put away. Packers have been quoting 20c, but with big receipts this week, the price should drop to 18-19c. In the butter market there is practically no feature. The new make is small, and storage stocks very low. Receipts of live hogs last week were exceptionally late, due no doubt to the conditions of country roads. This affected the market, which opened at $10.40 per cwt. and advanced by Wednesday to $10.65; last Thursday sales were being made at $10.85. We do not expect this to be maintained, but packers' holdings are comparatively light, keeping the provision market firm at quotations. There is very little to say about cheese.

Hams—		
Light, per lb.	0 21½	0 22½
Medium, per lb.	0 19	0 21
Large, per lb.	0 17	0 19
Bacon—		
Breakfast, per lb.	0 22	0 23
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light	....	0 15½
Cooked Meats—		
Hams, boiled, per lb.	0 29	0 30
Shoulders, boiled, per lb.	0 23	0 24
Barrelled Pork—		
Mess pork, bbl.	....	27 00
Lard, Pure—		
Tierces	....	0 15¼
Pails	....	3 17½
Cases, 10s	....	9 60
Cases, 5s	....	9 68
Cases, 3s	....	9 75
Cartons	....	0 16¾
Lard, Compound—		
Tierces	....	0 12¾
Tubs, 50s, net	....	6 25
Pails, 20s, net	....	2 60
Butter—		
Fresh made creamery	....	0 35
Best storage creamery	....	0 34
Best dairy	0 26	0 27
Cooking	0 18	0 19
Eggs—		
New laids	0 19	0 20
Cheese—		
Ontario, large	....	0 20¼
Ontario, twins	....	0 20½

FRUIT AND VEGETABLES

(Continued from page 32.)

encia onions have dropped to $6.50 per case. Florida tomatoes have jumped to $5.00 per case. Florida celery is now coming on the market in cases at $4.00. B.C. apples are off the market. A very important change to the grocer is a jump in navel oranges, which are now costing $3.50-$4.50 per case. Grapefruit have advanced, and are now $4.50 per case. New arrivals on the market include green peas at 20c per lb., spinach at $1.75 per case, and rhubarb at $2.25 per case.

Fresh Fruits—		
Grapefruit, case	....	4 50
Strawberries, Florida, case	....	
Ontario apples, bbls.	5 00	7 00
Washington box apples	....	2 50
Navel oranges, case	3 50	4 50
California lemons	....	4 50
Bananas, bunchea	2 50	3 50
Rhubarb, case	....	2 25
Vegetables—		
Asparagus, case	....	5 00
Cabbage, new, lb.	....	0 05
Cabbage, per lb.	....	0 02½
Peppers, per basket	....	0 75
Mushrooms	....	0 90
Carrots, per lb.	....	0 02
B.C. potatoes	....	1 20
Alberta potatoes	....	1 00
Sweet potatoes, hamper	....	2 25
Garlic, per lb.	....	0 25
Turnips, bushel	....	1 00
California head lettuce, case	....	4 50
California cauliflower, crate	....	2 50
Valencia onions, cases	....	6 50
Red Globe onions, lb.	....	0 03¼
Florida tomatoes, case	....	5 00
Head lettuce, doz.	....	1 00
Florida celery, case	....	4 00
Green peas, lb.	....	0 20
Spinach, case	....	1 75

GIVE TRAVELER A SQUARE DEAL

The traveler is entitled to the same consideration from the retailer as the retailer gets from a customer to whom he suggests a purchase. This is an age of business on scientific basis. When a salesman wastes time on a business call, it adds that much more to the cost of the trip and means that much more waste energy; wasted energy advances costs. Travelers are sometimes compelled to waste too much time in their weekly rounds. It would appear that some merchants take delight in keeping them waiting.

Of course, the traveler should give the right of way to a customer at the counter or when the merchant has some other very important business to transact. But there should, however, be no reason for a merchant deliberately working away at his books and in other ways killing time when a salesman is waiting to interview him. Many have the idea that the salesman is something that must be avoided like a plague instead of being treated as a friend with a lot of information up his sleeve. There are many branch lines throughout the country where there is only one train a day. If the traveler misses this, he must drive to the next town or wait over and then the chances are his week's work is dislocated.

It is a fact that many travelers have real grievances against some retailers. Of course, a large number and, no doubt, the majority of retailers give the traveling salesman a fair treatment and a square deal but there are others who do not. Here and there we may see a traveler who probably does not deserve the consideration and full respect of the retail trade. But it is an easy matter to tell him politely where you stand. There is no necessity of keeping him waiting for any length of time unless important business necessitates it.



FISH AND OYSTERS



New York Demand Firms Fish Prices

Live Lobster Lower—Supplies of Fresh Lake—Fish Coming Slowly — Frozen Stocks Pretty Well Cleaned Up—Lake Erie Whitefish Selling

MONTREAL

FISH.—Good demand is developing with last week of Lent with its three fast days, but trade is disappointed with small supplies of fresh fish that have been coming forward. Some good quantities of ground fish from the East have been received and chief failure in fresh supplies seem to be from western points. One of the staple lines, fresh halibut, has not yet put in an appearance on this market, although a few pounds have been received from eastern points and have brought abnormal prices. Shipments of fresh halibut from Pacific coast points are expected next week, and prices indicate an advance of 10 to 15 per cent. over those prevailing last year at this season. Supplies of all kinds of frozen are very low and everything will have been cleaned up by end of week. Easter has resulted in big demand for all kinds of lake and river fish, mostly dore, pike, carp and pickerel. New cure smoked fish, such as fillets and haddies are coming forward in a small way and bringing high prices. Demands for salt and prepared fish are very slow and prices inclined to easiness. Demands in fresh and shell are expected to improve for Easter trade but revival is not expected to be very much this year. Lobsters continue to retain their new found easiness as a result of being much more plentiful than for some time past.

TORONTO

FISH AND OYSTERS.—Most frozen stuff is getting cleaned up now and little is sold unless it is asked for. It is sold, of course, but as stocks of fish lines multiply frozen takes a back seat. Fresh sea fish is coming in more and more. As it does so price declines, of course. Fancy haddock is now worth 11 cents, a decrease of about three cents within a couple of weeks. Halibut keeps pretty high, at 16c, because supplies are still scarce. They are improving, however, and we should see a drop in the market soon. Steak cod sells firmly at 12c, and levels are supported by scarcity in this line too. Fresh salmon dribbles in from the coast, but only in limited amounts.

Fresh lake fish is gradually getting a toe-hold on the market. Whitefish from Lake Erie is the leader, and sells at 30c, unusually high figure. The reason for this is that New York is bidding against Canadian buyers, and stocks are so small that the extra competitor boosts prices. Live lobster is down to 60c, with more offering, and good brisk demand.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.10-.11	.09
Haddies, 15-lb. and 20-lb. boxes, lb.	.10	.09
Haddies, fillets, per lb.	.12	.14
Herring, Ciscoes, baskets	1.25	1.50
St. John bloaters, 100 in box	1.20	1.25
St. John bloaters, per box	1.20	1.00
Yarmouth bloaters, 69 in a box	1.20	1.25
Smoked herrings, medium, box	.16	.15
Smoked herrings, medium box	.16	.16
Smoked boneless herrings, 10-lb. box	1.40	1.40
Kippered herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.30	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.11	111
Red Cohoes, dressed, lb.	.12	.11
Pale qualla, dressed, per lb.	.10	.08
Halibut, white western, large and medium, per lb.	.13	.13
Halibut, eastern, chicken, per lb.	.14	.12
Mackerel, bloater, per lb.	.09-.10	.10
Haddock, medium and large, lb.	.07	.10
Market codfish, per lb.	.06	..
Steak codfish, per lb.	.08	.10
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-.16	.18
Smelts	.11	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.50	3.00
Round pike	.07½	...
Grass pike, dressed	.07	...

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 60
Dried hake, medium and large, 100 lb.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case	6 50	3 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 10	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	0 15 1 80	0 15 1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal.	1 40	2 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	1 60	....
Best scollops, imp. gallon	2 25	3 50
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 00	....
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best, select, quart cans, each	0 50	0 75
Rockaways, 100	....	1 50
Blue points, small	....	1 00
Blue points, large	....	1 50

CLAMS, MUSSELS AND SHELL FISH. CRUSTACEANS, ETC.

Cape Cod shell oysters, per lb.	9 00	1 50
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	9 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, lb.	0 40	0 60
Little necks, per 100	1 25	1 50

FRESH SEA FISH.

	Montreal	Toronto
Halibut	13 —14	16 —14
Haddock, fancy exprses, lb.	7 — 8	11 —14
Mackerel, medium, each	16	.....
Steak, cod, fancy, express, lb.	16	10 —12
Herrings, each	3	3
Flounders	10	12
Flounders, New York	..	14
Salmon, Western	15 —16	30
Salmon, Eastern	15 —16	..

FRESH LAKE FISH.

Carp, lb.	0 10	....
Carp, lb.	0 12	....
Pike, lb.	0 10	0 07
Perch, lb.	0 08	0 07
Suckers, lb.	....	0 10
Suckers, lb.	0 06	0 08
Whitefish, lb.	0 12	0 20
Lake Erie whitefish	....	0 30
Herrings, per 100	....	2 50
Lake trout	0 12	0 14
Eels, lb.	0 10	0 08
Dore	15-16	0 13

FROZE LAKE AND RIVER.

Whitefish, large, per lb.	.09-.09½	.09-.10
Whitefish, small tullibees	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress or round, lb.	.08½-.09	.09-.13
Pike, dressed and headless, lb.	.07-.07½	.07
Pike, round, per lb.	.06½-.07	.06-.07

WINNIPEG

FISH AND POULTRY.—There is a firmer market this week on dressed poultry, which is still exceedingly scarce. Higher quotations are: No. 1 fowl 24c; turkey 33c; geese 25c. Receipts of live stuff are heavier, but they are not yet arriving freely. A wire from the Pacific coast announces that fresh halibut and salmon are scarcer than they have been for sometime. There is hardly any frozen halibut in Winnipeg, but this is not serious as fresh will soon be arriving more freely. Fresh salmon is quoted at 21c. Several cases of new haddies arrived this week, the opening price on which was a little high—10½-11c. This week sees the end of Lent, during which season the demand for all kinds of fish has been exceptionally good.

Fish—		
Frozen salmon	....	0 19
Frozen halibut	0 08¼	0 09
Pickerel	....	0 07¼
Steak cod, per lb.	....	0 08
Lake Winnipeg whitefish	....	0 00
Fresh finnan haddie	0 10½	0 11
Kippers, per box	....	2 00
Lake trout, per lb.	....	0 10
Bloaters, per box	....	2 00
Salmon, fresh, lb.	....	0 21
Salt ackerel, 20-lb. kit	....	3 00
Smoked gold-eyes, doz.	....	0 50
Oysters, per gal.	....	2 50
Oysters, on shell, doz.	....	0 25
Poultry, Live—		
Fowl	....	0 15
Roosters	....	0 11½
Chickens	....	0 15
Turkeys	....	0 19
Ducks	....	0 13
Ducklings	....	0 14
Geese	....	0 12
Poultry, Dressed—		
Ducks, No. 1	....	0 24
Fowl, No. 1	....	0 24
Turkeys, No. 1	....	0 33
Geese, No. 1	....	0 25



FLOUR AND CEREALS



Several Declines in Cereals

Rolled Oats Easier and Lower—Barley, Whole Meal, Graham Flour and Other Lines Weaker—A Shortage of Feeds?—No Change in Flour

MONTREAL

FLOUR.—Market remains to be unchanged without any features of importance to record other than lifting of C. P. R. and G. T. R. embargo, leaving I. C. R., the only one remaining. Business continues satisfactory following improvement noticed last week and market firm although wheat finished slightly weaker at end of last week. Added firmness is noticeable in undertone with approach of opening of navigation which is expected to materially increase sales in month of May. Interest in export trade has been stimulated during week end by inquiries from abroad but prices offered were such as to hold out no encouragement to local holders of stocks.

Winter wheat flour remains firm and unchanged in price with dulness chief feature of it. Inquiries are comparatively few and stocks on hand large which tends to continue unsatisfactory state of market.

	Per bbl. of 2 bags
Manitoba Wheat Flour—	
First patents	6 60
Second patents	6 10
Strong bakers	5 90
	Car lots / Small lots
Winter Wheat Flour—	
Fancy patents	5 85 / 6 10
90 per cent. in wood	5 60 / 5 80
90 per cent. in bags	2 70 / 2 75

CEREALS. — Market remains unchanged and firmness still rules in raw oat market and an easier feeling developing in rolled oats as a result of mild weather which leads to lack of price maintainence so that prices quoted are merely nominal.

Cornmeal—	Per 98-lb. sack
Gold dust	2 75
Rolled Oats—	90's in jute.
Small lots	2 75
25 bags or more	2 60
Packages, case	3 90 / 4 00
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90's, in jute.	
Rolled Wheat—	100-lb. / bbls.
Hominy, per 98-lb. sack	4 00
Hominy, per 98-lb sack	2 75
Corn flour, bag	2 65
Rye flour, bag	2 75 / 2 80
Barley, pot	3 00
Barley, pearl, lb.	0 04½

FEEDS.—Feed lines continue firm and in good demand particularly in bran and shorts, with no changes in price or other features of importance to record. Country inquiries are chiefly responsible for good demand which leads to firm undertone to market. Local mills are said to be over sold to some extent as result of recent railroad tie-ups that decrease flour production which has reacted on feed production.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chop, ton	32 00
Crushed oats, ton	33 00
Oats, chop, ton	33 00
Barley, chop, ton	32 00
Feed oats, cleaned, Manitoba, bush	0 55
Feed wheat, bag	1 80

TORONTO

FLOUR.—The market this week reveals little of interest to the trade. Levels, while being well supported, are not any higher. The position of wheat has hardly altered during the week, one way or the other. No. 1 Northern, in store at Fort William, last week was $1.14. To-day it is 1.13½. So that flour, in so far as it follows wheat trend, could not alter much.

Demand from home purchasers is averagely satisfactory. No miller is doing a whale of a business, though demand is steady if orders are not large. Opening of navigation looms up now, and the period from now till that happens is usually a slow one with the flour men.

Export situation, if anything, is rather quieter, overseas buyers being inclined to sniff at offers here. Freights remain unchanged at around $1, but there is a feeling of insecurity as to submarine enterprise.

	Small lots. per bbl.	Car lots. of 2 bags
Manitoba Wheat Flour—		
First patents	6 70	6 50
Second patents	6 20	6 00
Strong bakers	6 00	5 80
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	4 40	4 30

CEREALS.—Several lines have dropped slightly because the cereal business generally speaking, is dull. Barley is down to $4.50 and $4.75. Graham flour is lower by fifty cents. Split peas are down to $5.50. Rolled oats has lost the firm feeling which has recently characterized it, and is down to $2.50. Rolled wheat is quoted around $3.25. Whole wheat flour is lower by fifty cents. Demand for cerals this last week has been poor, but prices are taking on a firmer feeling, and higher levels are suggested, particularly for cornmeal and oats.

Barley, pearl, 98 lbs.	4 70	4 90
Buckwheat grits, 98 lbs.		4 50
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.		2 50
Graham flour, 98 lbs.		3 25
Hominy, granulated, 98 lbs.		3 00
Hominy, pearl, 98 lbs.		3 00
Oatmeal, standard, 98 lbs.		2 75
Oatmeal, granulated, 98 lbs.		2 75
Peas, Canadian, boiling, bush.		3 00
Peas, split, 98 lbs		6 00
Rolled oats, 90-lb. bags		2 65
Rolled wheat, 100-lb bbl.	3 30	3 50
Rye flour, 98 lbs.		2 80
Whole wheat flour, 98 lbs.		3 25
Wheatlets, 98 lbs.		3 50

FEEDS.—There is nothing new to report. Demand continues to be fair to middling. In some quarters a shortage of stocks is felt after the heavy run a couple of weeks ago, but demand is not urgent enough to mean strengthened tone.

Mill Feeds—	Mixed cars per ton
Bran	24 00
Shorts	25 00
Special, middlings	26 00
Feed flour, per bag	1 60 / 1 70
Oats—	
No. 3. Ontario, outside points	0 42 / 0 43

WINNIPEG

FLOUR AND CEREALS.—Quotations on all lines are the same as a week ago. The wheat market has weakened considerably during the past week, due probably to local conditions, as the American market was high. The local demand for flour is below normal, which may be attributed to the fact that most dealers are well stocked. The export demand is about normal, and some improvement has taken place in shipping. All cereals are quiet. Feeds remain firm, with a considerable demand. It will be some time yet before the cattle are able to go on the grass.

Flour—	
Best patents	6 60
Bakers	6 10
Clears	5 40
XXXX.	4 40
Cereals—	
Rolled oats, 80 lbs.	1 90 / 2 00
Rolled oats, pkgs., family size	3 75
Wheat flakes, case	3 75
Oatmeal, standard and gran., 98 lbs.	2 50
Cornmeal, 98 lbs.	2 45
Feeds—	
Bran, ton	18 00
Shorts, ton	20 00
Middlings, ton	20 00
Mixed chop, ton	28 00

Write, Wire or Phone

your order for

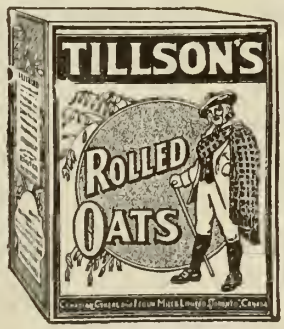
Tillson's Rolled Oats
Tillson's "Scotch"

FINE CUT

Oatmeal
Tillson's "Scotch" Health Bran

Canadian Products, Made in Canada by Canadians

We guarantee prompt shipment, direct from our mills, polite attention, and lowest prices consistent with the highest quality.







Canadian Cereal and Flour Mills Limited
TORONTO





If any advertisement interests you, tear it out now and place with letters to be answered.

A FEW HOURS TIME
Netted Him $13.75

Arthur W. Rundle of Toronto recently read in one of our advertisements that we wanted to get into touch with young men to represent us. He applied in person for a position, was accepted, and has since qualified in every sense of the word—by making good, both for himself and for us.

During his first three days, he worked on an average of five hours a day. The results of his efforts netted him $13.75 in Cash. We paid Mr. Rundle better than $1.00 an hour, for every hour he worked. He came to us without previous selling experience; he had no first-hand knowledge of business, but he did have confidence in himself and in our plan. This is one of the **few** instances of how our boys are making good.

The results of Arthur W. Rundle's success can easily **be duplicated** in your town and by you. We want more young men who are possessed of lots of energy and an ambition to get ahead. We want to make an appointment right away in your community — who knows but what you are just the man we are looking for?

Anyhow write us and let us explain our plan to you. Simply say: "Show me how to make profits out of my spare time."

The MacLean Publishing Co. Limited

143-153 University Ave.

TORONTO CANADA

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	$ 0 40
4 oz. Tins, 4 doz to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

DOMINION CANNERS, LTD.

JAMS

"Aylmer" Pure Jams and Jellies 16-oz. Glass Jars.

	Per doz.
Apricot	$ 2 30
Assorted	2 20
Blackberry	2 25
Blueberry	2 25
Currant, Red	2 20
Currant, Black	2 25
Cherry	2 20
Gooseberry	2 10
Plum	2 10
Plum, Green Gage	2 20
Pear	2 10
Peach	2 10
Raspberry, Red	2 25
Raspberry, Black	2 25
Rasp. and Red Currant	2 20
Rasp. and Gooseberry	2 20
Strawberry	2 30

CATSUPS

In Glass Bottles

	Per doz.
½ Pts. Delbi Epicure	$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delbi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delbi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS, with Pork.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05
Family Baked Beans, Plain, 2 doz. to case	1 20
Family Baked Beans, Tomato Sauce, 2 doz. to cs.	1 22½
Family Baked Beans, Chili Sauce, 2 doz. to cs.	1 22½
3's Baked Beans, Tomato Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Chili Sauce, flats, 2 doz to cs., Aylmer only	1 40
3's Baked Beans, Plain, tall, 2 doz. to case	1 50
3's Baked Beans, Tomato Sauce, 2 doz. to case	1 60
3's Baked Beans, Chili Sauce, 2 doz. to case	1 60

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case, per doz.	$ 1 10
12 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 20
16 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 60
16 oz. Glass, Tall, Vacuum Top, 2 doz. per case, per doz.	1 60
2's Glass, Vacuum Top, per doz.	2 80
2's Tin, 2 doz. per case, per doz.	2 30
4's Tin, 12 pails in crate, pail	0 40
5's Tin, 8 pails in crate, pail	0 47½
7's Tin or Wood, 6 pails in crate, pail	0 65
14's Tin or Wood, 4 pails in crate, lb.	0 09
30's Tin or Wood, one pail only, lb.	0 09

BLUE

Keen's Oxford, per lb.	$ 0 17
In 10-lb. lots or case	0 16

COUPON BOOKS — ALLISON'S

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED

100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS

WHITE SWAN

	Per case
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	$2 70
Buckwheat Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Pancake Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.



THE profit on any grocery article should be measured not merely by the turnover on a single sale but also by the number of sales and the time required to make them.

The profit on a single cake of Ivory Soap is as good as the profit on most 5-cent articles and better than many. But what makes Ivory Soap unusually profitable is the fact that it sells at sight and that so many people want it for so many things.

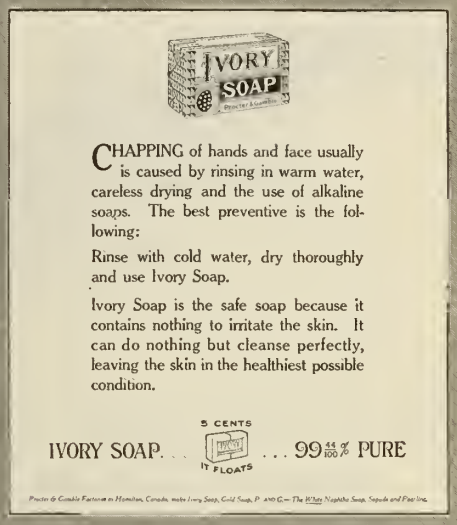
You make a worth-while profit on every cake, you waste no time in making sales and you make enough sales to keep the stock moving steadily.

No grocer who figures profits correctly will fail to stock Ivory Soap.

The Procter & Gamble Distributing Co.
of Canada, Ltd.
Hamilton, Canada

Send for Ivory Soap advertising matter for your local use.

Ten cents a box differential on all the following Procter & Gamble products, bought in 10 box lots: Ivory Soap, Gold Soap, P. & G.—The White Naphtha Soap, Pearline and Sopade. Ask your jobber.


IVORY SOAP

CHAPPING of hands and face usually is caused by rinsing in warm water, careless drying and the use of alkaline soaps. The best preventive is the following:

Rinse with cold water, dry thoroughly and use Ivory Soap.

Ivory Soap is the safe soap because it contains nothing to irritate the skin. It can do nothing but cleanse perfectly, leaving the skin in the healthiest possible condition.

IVORY SOAP . . . 5 CENTS IT FLOATS . . . 99 44/100% PURE

Procter & Gamble Factories in Hamilton, Canada, make Ivory Soap, Gold Soap, P. and G.—The White Naphtha Soap, Sopade and Pearline.


IVORY SOAP

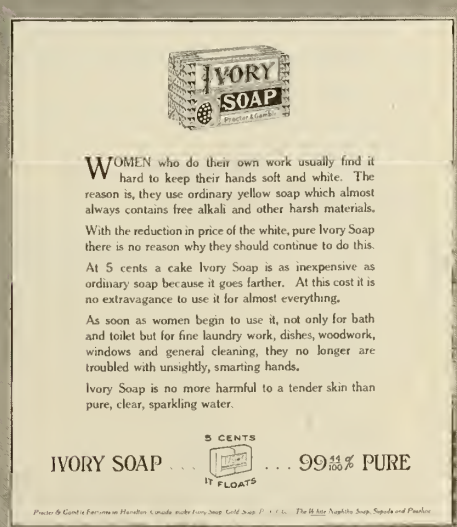
THE beauty of Ivory Soap is that it is just as satisfactory for a thousand and one other things as for the bath and toilet.

When you buy it you not only have a mild, pure, white floating soap for personal use in bathroom and nursery but you have a safe, harmless, effective soap for fine laundry work, for delicate articles about the house, for table ware, for silver, for everything that you do not care to trust to ordinary cleansing methods.

In short, you can use Ivory Soap on anything that water itself will not harm.

IVORY SOAP . . . 5 CENTS IT FLOATS . . . 99 44/100% PURE

Procter & Gamble Factories in Hamilton, Canada, make Ivory Soap, Gold Soap, P. and G.—The White Naphtha Soap, Sopade and Pearline.


IVORY SOAP

WOMEN who do their own work usually find it hard to keep their hands soft and white. The reason is, they use ordinary yellow soap which almost always contains free alkali and other harsh materials.

With the reduction in price of the white, pure Ivory Soap there is no reason why they should continue to do this.

At 5 cents a cake Ivory Soap is as inexpensive as ordinary soap because it goes farther. At this cost it is no extravagance to use it for almost everything.

As soon as women begin to use it, not only for bath and toilet but for fine laundry work, dishes, woodwork, windows and general cleaning, they no longer are troubled with unsightly, smarting hands.

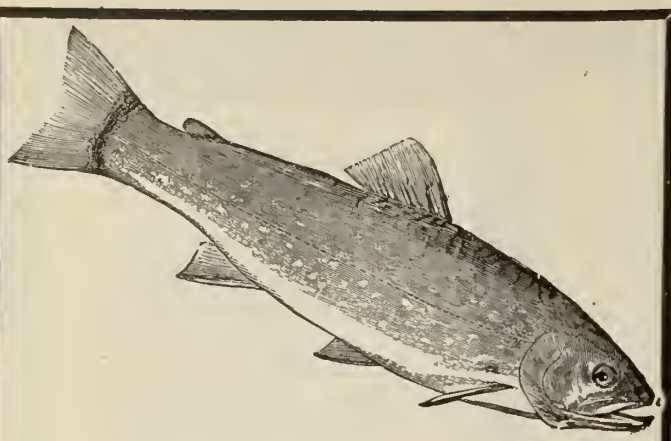
Ivory Soap is no more harmful to a tender skin than pure, clear, sparkling water.

IVORY SOAP . . . 5 CENTS IT FLOATS . . . 99 44/100% PURE

Procter & Gamble Factories in Hamilton, Canada, make Ivory Soap, Gold Soap, P. and G.—The White Naphtha Soap, Sopade and Pearline.

Miniature reproductions of advertisements now appearing in Canadian newspapers

If any advertisement interests you, tear it out now and place with letters to be answered.



Get the most out of your fish sales

A full line of the quality quick sellers

Brunswick Brand Sea Foods

will enable you to cater to the fish requirements of your customers, while the increased customer confidence these dainty and wholesome Canadian products produce will mean much to your future business.

Brunswick Brand quality is obtained only by the most careful selection and by strictly sanitary methods of preparing and sealing. To this superior quality is due the big popularity enjoyed by every Brunswick Brand line.

Your wholesaler can put you on the road to bigger fish sales by supplying you with Brunswick Brand. Get in touch with him today.



Connors Bros. Limited

Black's Harbor, N.B.



(Unsweetened Chocolate)

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz
Maple buds, 5-lb. boxes	0 38
Milk medaillons, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27
Nonparell wafers, No. 1, 5-lb. boxes	0 32
Nonparell wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 38
Coffee drops, 5-lb. boxes	0 38
Lunch bars, 5-lb. boxes	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

5 Box lots and upward—Freight prepaid up to 50 cents. Any excess will be charged on invoice. Per case

Eagle Brand, each 48 cans	$6 75
Reindeer Brand, each 48 cans	6 50
Silver Cow, each 48 cans	6 00
Gold Seal, Purity, each 48 cans	5 85
Mayflower Brand, each 48 cans	5 85
Challenge, Clover Brand, each 48 cans	5 35

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 60
Jersey Brand, Hotel, each 24 cans	4 60
Peerless Brand, Hotel, each 24 cans	4 60
St. Charles Brand, Tall, each 48 cans	4 70
Jersey Brand, Tall, each, 48 cans	4 70
Peerless Brand, Tall, each, 48 cans	4 70
St. Charles Brand, Family, each, 48 cans	4 10
Jersey Brand, Family, each, 48 cans	4 10
Peerless Brand, Family, each 48 cans	4 10
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each, 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans	4 50
COCOA, Reindeer Brand, each 24 cans	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36
1 lb. round tins, 4 doz. to case, weight 30 lbs.	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS

1 oz. bottles, per doz., weight 3 lbs.	$ 1 00
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 36
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottle, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Special Delivered Price for Canada

	Per doz
½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 20
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 20
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL

Compressed Corned Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18; 14s, $37.

Roast Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18.

Boiled Beef, 1s, $2.50; 2s, $5; 6s, $18.

Jellied Veals, ½s, $1.50; 1s, $3; 2s, $4.50; 6s, $18.

Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.

Beefsteak and Onions, ½s, $1.50 1s, $2.90; 2s, $5.40.

If any advertisement interests you, tear it out now and place with letters to be answered.

Easter

marks the Season of the year when your Customer asks for a piece of Bacon.

When he does, give him the best on the market, and that best you will find in "Star Brand" English Breakfast Bacon, put up by us.

We can also supply you with the Eggs to go with it.

F. W. Fearman Co.
Limited
HAMILTON
Established 1854

Brooms of Quality

may always be had by ordering our brands. We have them at
$3.00, $3.25, $3.50, $3.75,
$4.00, $4.25, $4.50, $4.75,
$5.00, $5.50, $5.75, $6.00
per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.
Hamilton - Winnipeg

See That Coupon?

IF that *same coupon* pointed to a $50.00 bill, it would hardly be of more value than the message it will bring you if filled out and returned to-day. That coupon will show you how to turn your spare time into golden dollars. Better fill it out and send it to us, hadn't you? Don't allow this opportunity to get away.

When you have a spare hour or two, why not turn it into cash? That's exactly what our plan is for. It gives *any one* a big opportunity of making any spare moments produce results. One hour a day is easily good for an extra $5.00 a week. Your earnings depend entirely on the amount of time you devote to the plan. That coupon is waiting *Right Here*. Better send it along.

The MacLean Publishing Co.
LIMITED
143-153 University Avenue
TORONTO ONTARIO

TEAR IT HERE. MAIL IT TO-DAY.

The MacLean Publishing Co., Limited
143-153 University Avenue, Toronto, Ont.

Gentlemen:—Do I understand that you have a plan that will turn my spare time into Dollars? If that's right —Rush full particulars. I'm interested.

Name .....

Address .....

If any advertisement interests you, tear it out now and place with letters to be answered.

A WINNING COMBINATION

Arthur Stringer's latest success, "The Anatomy of Love," scheduled to first appear in the June issue of MacLean's, and Arthur MacEarlane's newest mystery story, "Behind the Bolted Door," supply a winning combination for our representatives to "roll up" a big **bonus** and commissions during the next few weeks.

These two splendid stories will appear in MacLean's first—probably in book form later. These are but two of the many fine features that go to make up entertainment for our readers. This means that **hundreds of people** will subscribe to MacLean's during the next few weeks. There are dozens of subscriptions to be had in your district. Let us tell you how to secure them and how to become an authorized representative.

To take care of the increased demand for MacLean's we must have at once an active representative in every district in Canada. To those **who can qualify,** big money will be paid. The work is light and pleasant —your spare time is all that's needed for a start. It interferes in no way with your regular duties; in fact, the more you work our plan the greater your efficiency in your regular work will be noted.

If the extra $5.00 or $10.00 a week in exchange for your spare time means **anything to you,** write us today for full particulars. No obligation, you know—simply say, "Send me all particulars concerning your money-making plan."

The MacLean Publishing Co., Ltd.

TORONTO, CANADA

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs. ..... .06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. ..... .06¾
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. .07¼
Barrels, 200 lbs. ..... .06¾
Kegs, 100 lbs. ..... .06¾
Lily White Gloss—
1-lb. fancy carton cases 30 lbs. ..... .07¾
8 in case ..... .08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ... .08¼
Kegs, extra large crystals, 100 lbs. ..... .07¼
Canadian Electric Starch—
Boxes, containing 40 fancy pkgs., per case 3 00
Celluloid Starches—
Boxes containing 45 cartons, per case 3 60
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .06½
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .07¾
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs. .07¾
20-lb. boxes ¼c higher than 40's)

COW BRAND BAKING SODA

In boxes only.
Packed as follows:

5c packages (96)	$ 3 20
1 lb. packages (60)	3 20
½ lb. packages (120)	3 40
1 lb. 30 / ½ lb. 60 } Packages Mixed	3 30

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

2-lb tins, 2 doz. in case	$2 65
5-lb. tins, 1 doz. in case	3 90
10-lb. tins, ½ doz. in case	2 90
20-lb. tins, ¼ doz. in case	2 85
Barrels, 700 lbs.	3¾
Half barrels, 350 lbs.	4
Quarter barrels, 175 lbs.	4¼
Pails, 38½ lbs.	1 95
Pails, 25 lbs. each	1 40
3 lb. Perfect Seal Jar, 1 doz. in case	2 70

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	3 00
5-lb. tins, 1 doz. in case	3 35
10-lb. tins, ½ doz. in case	3 25
20-lb. tins, ¼ doz. in case	3 20

(5, 10 and 20-lb. tins have wire handles.)

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case	3 60
Barrels	0 04¾
½ barrels	0 05

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP
Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case	$4 05
5 lb. tins, 1 doz. in case	4 75
10 lb. tins, ½ doz. in case	4 45
20 lb. tins, ¼ doz. in case	4 35

Delivered in Winnipeg in carload lots.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES
DEL MONTE BRAND

Size	Mam.	Large	Med.
2½ Can	$ 4.75	$ 3.75	$2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can	14.00	12.00	9.00

YUBA BRAND

2½ Can	$3.00	$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Picnic Can		.90

All prices per dozen—F.O.B. Jobbing Points.

CANNED HADDIES.
"THISTLE" BRAND
A. P. TIPPET & CO., Agents

Cases, 4 doz. each, flats, per case	$5 85
Cases, 4 doz. each, ovals, per case	5 85

INFANTS' FOOD

MAGOR SONS & CO., LTD.

Robinson's patent barley, ½-lb. tins, $1.60; 1-lb. tins, $3.00; Robinson's patent groats, ½-lb. tins. $1.60; 1-lb. tins, $3.00.

BEAVER BRAND CORN AND MAPLE SYRUP

Quart tins (wine measure), 2 doz. in case, per case ... 4 70

STOVE POLISH

JAMES DOME BLACK LEAD

2a size, gross	2 50
6a size, gross	2 40

NUGGET POLISHES

	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleanser	1 10

ORANGE MARMALADE "BANNER BRAND" PURE FRUIT PRODUCTS

JAMS AND JELLIES

2's	$2 10
4's	0 25
5's	0 42
7's	0 60
30s, wood	0 06
12-oz. glass jar	1 15
Tumbler, glass	0 95

MARMALADE

2's, per doz.	$2 30
4's, per pail	0 40
5's, per pail	0 45
7's, per pail	0 65
30's, wood, lb.	0 08¾
12-oz. glass jar, doz.	1 20
Tumbler, glass, doz.	1 00

Prices subject to change without notice.

WENTWORTH ORCHARD CO., LTD.

Hamilton and Toronto.

Pure Fruit, Jams and Jellies

Raspberry and Apple, Strawberry and Apple, Peach and Apple, Plum and Apple, Gooseberry and Apple, Black Currant and Apple, Red Currant and Apple: Tumblers, 90c doz.; 12-oz. jars, $1.20 doz.; 16-oz. jars, $1.60 doz.; No. 2 gold tins, $2.30 doz.; No. 4 gold pails, 40c each; No. 5 gold pails 50c each.

Fruit Pie Filling

Raspberry flavor, strawberry flavor, peach flavor, plum flavor, gooseberry flavor, No. 2 gold tins, $2.30 doz.

Whole Tomato Catsup

½ pints, bottles	0 95
Pint, bottles	1 30

Worcestershire Sauce

½ pints, doz.	0 95
Pints, doz.	1 30

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pks.	1 20

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs.	$ 0 60
Bobs, 6s and 12s, 12 and 6 lbs.	0 46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs.	0 46
Currency, 6s, ½ butts, 9 lbs.	0 46
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs.	0 48
Walnut Bars, 8½s, boxes 7 lbs.	0 64
Pay Roll, thick bars, 8½s, 6 lb boxes	0 68
Pay Roll, thin bars, 8½s, 5 lb. boxes	0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies	0 68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs.	0 57
Empire, 7s and 14s, caddies 15 lbs., ¼ caddies, 6 lbs.	0 56
Great West, pouches, 9s	0 72
Forest and Stream, tins, 11s, 2 lb. cartons	0 80
Forest and Stream, ¼s, ½s and 1-lb. tins	0 80
Forest and Stream, 1-lb. glass humidors	1 00

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making a hit.

Easter Shipments

FRUITS AND VEGETABLES

In plentiful supply and large variety. Imported specially.

TOMATOES PINEAPPLES
ASPARAGUS LETTUCE CELERY
CUCUMBERS NEW CARROTS
ORANGES STRAWBERRIES

Fresh Fish for Good Friday

Fresh Halibut, Cod, Haddock, Flounders, Whitefish, Haddies, Smelts, etc.

WHITE & CO., LIMITED
TORONTO
Wholesale Fruits and Fish

A Household Name

Your customers know the good uses of

Mapeline



Order from
Frederick E. Robson & Co.
25 Front St. E.
Toronto, Can.

Mason & Hickey
287 Stanley St.
Winnipeg, Man.

Crescent Mfg. Co.
Seattle, Wash.

One Inch Space $1.00 Per Issue on Yearly Order.

The Apple Crop

in the famous Georgian Bay District is very short this year. Write us before placing your winter order.

FISH

Salt Trout and Herring

Fresh Frozen Trout and Herring

Lemon Bros.
OWEN SOUND, ONT.

Everybody

Says:

"Traenzzi has certainly given good Lemons this season."

We add:

"As usual."

J. J. McCabe
Agent
TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must he added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot he acknowledged.

WANTED

WANTED — POSITION AS TRAVELLING salesman. Speak English and French. Not particular as to territory offered. Northern Ontario preferred. Box 138, Canadian Grocer.

SASKATOON — DO YOU WANT A LIVE representative here? Advertiser, with city office, well in with all the buyers, is open for another good commission. Box 139, Canadian Grocer.

AN EXPERT GROCER — PRESENT POSITION manager, is looking for similar position. Wide experience, good character, temperate habits, references if required. Apply Box 136, Canadian Grocer.

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c/o Canadian Grocer, University Avenue, Toronto.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

WANTED—MEN. ARE YOU CAPABLE OF organizing and controlling a subscription sales force? If you are, you are the man we want to get in touch with. We have a plan that will make you "real money." Part or whole time accepted. Drop us a card for full particulars. The MacLean Publishing Co., 143-153 University Ave., Dept. F. Toronto, Ont.

FOR SALE

FOR SALE—GENERAL STORE, CASH BUSINESS, in a live country location, stock $3,000; turnover, $15,000. Price and terms right; send for prospectus. Wilton Bros., Kneehill Valley, Alberta.

FOR SALE — THRIVING GROCERY BUSINESS in industrial city of S. S. Marie. Central location. Established 25 years. Inspection invited. Owner retiring. E. 452 Albert St., S. S. Marie.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

McCASKEY $200 ACCOUNT REGISTER — nearly new; complete with books and files. Cash $85.00. Time payments, $90.00. Apply Box 82, Plattsville, Ont.



TANGLEFOOT



The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

OAKEY'S KNIFE POLISH

WELLINGTON



JOHN OAKEY & SONS, LIMITED, WELLINGTON ST. LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT.

EGG FILLERS

Our capacity is three times the total Filler requirements of Canada
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LIMITED
TRENTON, ONTARIO, CANADA

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto St. Toronto — 52 Can. Life Bldg. Montreal

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS
Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

Toronto Butchers' Supply Co.
LIMITED
Cleaners, Importers, and Exporters of Sausage Casings. Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.
49 DUNDAS STREET, - - TORONTO

A want ad. in this paper will bring replies from all parts of Canada.

If any advertisement interests you, tear it out now and place with letters to be answered.

SPICES

What *you* want is an article that is absolutely Guaranteed to comply with the Government Pure Food Act, that has real value and which sells under the most satisfying conditions, both for your customers and you.
Spices packed under our well-known and estimated "Victoria" label are the finest you can handle.
Because only a perfect ground spice of smooth, even grain is put under a Victoria Label.
That we guarantee absolutely and ask you to investigate, at our expense.
Simply request a ¼-lb. Sifting Top Tin of any one of the following, and it will be mailed to you immediately.

Allspices
Cloves
Cinnamon
Ginger
Cream of Tartar
Nutmegs
Paprika
Pastry
Pickling Ground
Celery Salt
Celery Pepper.

Pepper: Black, Cayenne, White.

LAPORTE, MARTIN, LIMITÉE
Wholesale Grocers
584 St. Paul St. West **Montreal**

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Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

ONTARIO

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners and Drug Specialties
12 FRONT STREET EAST TORONTO

ON SPOT
White Beans,
Evaporated Apples
Currants and Raisins

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORNOTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

W. GEO. VARTY
29 Melinda Street - TORONTO
Agent for G. WASHINGTON'S COFFEE
Phone M. 7089

If you want some first-class old leaf Tobacco, processed, so that all of that rank smell and taste is taken out of it, put up in five different grades, write

LEWIS WIGLE
LEAMINGTON, ONTARIO

WESTERN PROVINCES

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP.
179 Bannatyne Ave. - Winnipeg. Man.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited

THE H. L. PERRY CO.
214-216 Princess Street, Winnipeg
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.
Correspondence solicited.
"Always on the Job"

MEN WITH SALES ABILITY.

We have a few desirable openings for men of this type to call on Grocers in connection with Star Egg Carriers and Trays. 63% of the grocers of the country are already using Star Equipment. To men with proven selling ability we can offer an exceedingly interesting proposition.

For particulars, apply
STAR EGG CARRIER & TRAY MFG. COMPANY
1113 JAY STREET ROCHESTER, N.Y.

A want ad. in this paper will bring results from all parts of Canada

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

ALL ORDERS PAYABLE IN ADVANCE.

PRICE $2.00

MacLean Publishing Co.
143-153 University Ave., Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

Are you a practical Canadian?



Are you doing your "bit" towards conserving Canada's resources by supporting home industries? This is the practical patriotism that keeps the other fellow in his job and that will eventually bring bigger business your way.



Malcolm's Milk Products



are Canadian through and through, and they possess the high-grade quality which appeals to the discriminating customer.

The Malcolm Lines are accredited leaders, being unsurpassed by any imported brands.

You will find them worth while. Send for trial supply.



St. George Brand Coffee, 2 doz. in case	$4.80
Banner Condensed Milk, 4 doz. in case	5.75
St. George Evaporated Milk, 4 doz. in case	3.75
Princess Condensed Milk, 4 doz. in case	4.75

Malcolm Condensing Co.

ST. GEORGE ONTARIO

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND



The Biscuits and Breadstuffs your customers bake with FIVE ROSES create baking ambition, and that is the first essential step towards increased consumption. So that not only your flour turnover, but the moving of every ingredient that enters the oven with flour urges you to sell

Five Roses*
FLOUR *for Breads-Cakes Puddings-Pastries*

No common flour will advertise you. Cheap flour never yet made a proud user. It is the user of FIVE ROSES that displays her kitchen triumphs to her friends. And then, we are showing thousands of women almost daily how to attempt new culinary ventures. Every woman's magazine published in Canada, the very best farm papers and many other advertising media are spreading the fame of FIVE ROSES. Already over 250,000 housewives are using the famous FIVE ROSES Cook Book. These are customers worth having, for they radiate success. They are better buyers, better users, better customers for dealers who sell FIVE ROSES.

LAKE OF THE WOODS MILLING CO., LIMITED

MONTREAL *"The House of Character"* **WINNIPEG**

Toronto Ottawa London Sudbury
Quebec St. John, N.B. Calgary Keewatin
Fort William Medicine Hat Vancouver
Portage La Prairie

*Guaranteed NOT BLEACHED—NOT BLENDED.

CANADIAN GROCER

Annual Spring and Summer Sales Number

APRIL 28th, 1916

Vol. 30 PUBLICATION OFFICE: TORONTO No. 17



The MacLean Publishing Company, Limited

Publication Office: Toronto

Montreal Winnipeg New York Boston Chicago London, Eng.



The Big Spring Drive is on

STAG

CHEWING TOBACCO

"Ever-lasting-ly Good"

The newspapers—read by everybody—are carrying the STAG advertisements.

The walls and billboards—admired by everybody—glow with the rich coloring of the STAG posters.

The dealers' windows—seen by everybody—attract buyers with the striking window displays of STAG.

This Publicity is making sales for every dealer who handles STAG.

Keep STAG to the front—display it—recommend it—and take full advantage of the big spring drive on STAG.

"Every Grain Pure Cane"

ROYAL ACADIA SUGAR

When YOU sell

"ROYAL ACADIA SUGAR"

to YOUR customer YOU can assure HER that it is the very highest quality, "ROYAL" quality, of purest cane sugar.

She will never be satisfied with anything but **"ROYAL ACADIA"** once she uses it.

ROYAL ACADIA TEA BLOCKS

Are Something New.

Small Size.

More to the Pound.

Less Waste.

Better Shape.

PURE and SWEET

THE ACADIA SUGAR REFINING COMPANY, LTD.

HALIFAX ∴ CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

A FORTY-FIVE-YEAR SERVICE-GIVING RECORD

—the service that has retained the confidence of the customers of long ago, and that is constantly attracting more patrons. Such a service record can only be built on superior value and square dealing.

Dealers have long ago recognized that any **Laporte-Martin** proposition was worth investigating. Though prices are seldom quoted in our advertising an enquiry never results in disappointment to the dealer, for the prices are right and the quality and service are superior.

You are taking no chances on any *Laporte-Martin* line. You can confidently recommend every one of our lines to your customers knowing that Laporte-Martin Quality will win the approval of the most critical and turn occasional sales into steady profitable repeat business.

Ask us for samples and quotations and full particulars of our service. Learn about our Sales Promotion Department—it will be of immense benefit to you.

A postcard will do.

Laporte, Martin, Limitee

568 St. Paul St. MONTREAL Tel. Main 3766

"If any advertisement interests you, tear it out now and place with letters to be answered."

As evidence of the standard we have set in the brokerage and grocers commission world for the past Twenty-five years we submit the following:

For twenty-five years we have been located at the same address—*180 West St. Paul Street, Montreal*, and have gathered about us and made a success of the selling of the lines here shown—lines that are noted throughout the Dominion for their high-grade quality and that stand head of their respective classes.

We are well established and our representatives cover Canada from coast to coast, keeping in constant touch with the trade, giving a service that has no equal.

We solicit only accounts of large and progressive manufacturers who want live sales specialists.

Consult any of the firms here listed, Dun's, Bradstreet's or any Bank. *Get in touch with us and learn about our facilities for handling your line.*

Borden's
Condensed Milk
Borden's
Malted Milk
Bensdorp's
Royal Dutch Cocoa
Carr's
English Biscuits
E. D. Smith's
Jams and Preserves
Pure Gold
Jellies, Spices, etc.
Melrose's
Famous Teas
Edwards'
Desiccated Soups
Postum
Cereal Foods, etc.
Robin Hood Mills
Rolled Oats
John Gray's
Peels and Confectionery
National Licorice Co.'s
Licorice Products
Knox's
Sparkling Gelatine
Rogers'
Valencia Raisins
Thornton
Malaga Raisins
Cottam's
Bird Seed
Babbitt's
"1776" Soap Powder
Royal Crown
Toilet Soaps

ESTABLISHED 1890

Wm. H. Dunn Limited

Sales Specialists

Associated with

Dunn-Hortop, Limited, Board of Trade Building, Toronto.

The Two Royals

Made in Canada

Royal Salad Dressing

the popular dressing that sells the whole year round, but is in particular demand during the Spring and Summer months, will find ready sales this year, as salads will be extensively used owing to the hot summer promised and the high cost of meats.

Royal Mayonnaise

for fruit salads, which are also increasing in popularity. You can offer your customers ROYAL MAYONNAISE which is of the same high quality as Royal Salad Dressing and is winning rapid favor as the taste for fruit salads increases.

Stock these Two Royals and be prepared for a heavy demand.

Tell your customers that these two Royals are guaranteed to keep to the last drop.

MADE ONLY BY

THE HORTON-CATO MFG. COMPANY

WINDSOR, CANADA

Treat Your Customers—and Make Sales



Make next week a Treat to your Customers.

To every Customer who enters your store, present them with a taste of Alymer Orange Marmalade on a small piece of cracker.

The delicious flavor and taste will delight them—they will appreciate your treat—they most likely will pay you for it—by ordering a jar of the Alymer Orange Marmalade, and they will probably want the crackers too.

Try it and see—it is good advertising.

DOMINION CANNERS LIMITED

HAMILTON ∴ ∴ CANADA

Mason & Hickey

MANUFACTURERS' AGENTS

Head office at Winnipeg, Man.; branches at Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Brandon and Vancouver are open to represent lines that do not compete with the following:

King Beach Mfg. Co. - Mission City, B.C. Jams and Jellies	D. Urquhart - - - - - Hensall, Ont. White Beans
Proctor & Gamble Dist. Co., Ltd.. Hamilton, Ont. Crisco, Ivory, Gold, P. & G. White Naptha Soap, Soap Chips and Cotton Seed Oil	Dominion Sugar Co. - Wallaceburg, Ont. Factories—Wallaceburg, Chatham and Berlin Granulated, Lump, Icing and Powdered Sugar
Gorman Eckert & Co., Ltd., London, Ont. Olives, Spices, Extracts	Wm. Rogers & Co. - - - Denia, Spain Valencia Raisins
Griffin & Skelley Co., San Francisco, Cal. Gold Bar Canned and Dried Fruits	Nicholson & Brock - - - Toronto, Ont. Bird Seed and Gravel
Borden Milk Co. - Montreal, Que. Condensed and Evaporated Milk	Crescent Mfg. Co. - - Seattle, Wash. Mapeline
Canada Starch Co., Ltd. - Montreal, Que. Factories—Cardinal, Brantford and Fort William. Starch, Syrup, Glucose	Mothers Macaroni Co., Minneapolis, Minn. Creamettes Macaroni, Vermicelli, Spaghetti and Egg Noodles
Arbuckle Bros. - - - New York, N.Y. Green Coffees	Manford Schier - - - - Dunville, Ont. Evaporated Apples
J. H. Wethey, Ltd. - St. Catharines, Ont. Jams, Bulk and Package Mince Meat	W. A. Taylor - - - - Winnipeg, Man. Horse Radish
Harper Presnail Co., Ltd., Hamilton, Ont. Pathfinder, Irene and Elk Cigars	Thornton & Co. - - - Malaga, Spain Malaga Raisins
National Licorice Co. - Montreal, Que. Licorice	Desegaulx & Co. - - Bordeaux, France French Goods
Foster Holtermann, Ltd. - Brantford, Ont. Pride of Ontario Honey	Bailey Broom Co. - - - Kingston, Ont. Brooms
Essex Canning & Preserving Co., Essex, Ont. Canned Goods	Manitoba only Robin Hood Mills - Moose Jaw, Sask.

Ingersoll Packing Co. - Ingersoll, Ont.
Large Royal Oxford Ingersoll Cream, Pimento and Chili Cheese and Beaver Brand Meats

Mason & Hickey

287 STANLEY STREET WINNIPEG, CANADA

Marching Forward

WE have always had a reputation for square dealings. Satisfied customers are valuable assets. We have the stock and with our immense facilities can give a service that has no equal.

STOP! and LOOK

Subject to being unsold and for week of May 1st only, we offer the following:

Dried Fruits

400 boxes	California Prunes 40/50 25's	9½
100 "	Griffin's Slab Peaches, 50's	5¾
50 "	" " Apricots, 50's	10
325 "	Elk Brand Choice Seeded " 36 x 16-oz.	9¼

Salmon

Awatto Brand, Northern Pinks	C/s	4.50
Golden Link Brand, Deep Red Sockeyes	"	9.00

—Freight paid Ontario & Quebec on 5 C/s or over.

Canned Fruits and Vegetables

400 C/s	Harvest Brand Refugee Beans, 2's	Doz.	.80
300 "	Sirdar Blue Plums, H.S.	"	"	.85
500 "	Golden Diamond Blueberries,	"	"	1.05
75 "	Quaker Preserved Rhubarb,	3's	"	1.50
50 "	Simcoe " "	2's	"	1.00

"SUPREME" BRAND

Under that label we will gradually offer to the trade lines of Groceries. If there is something in a name, only products of the highest standard are to bear our trade-mark.

Telephone or wire your orders at our expense.
Mail orders are given special attention.

S. J. MAJOR, LTD., OTTAWA, CAN.

Wholesale Grocers and Wine Importers

"If any advertisement interests you, tear it out now and place with letters to be answered."

FOR more than fifty years our coffees have stood at the head of the line for generous value.

Not once during all these years have they fallen off in flavor or purity or freshness.

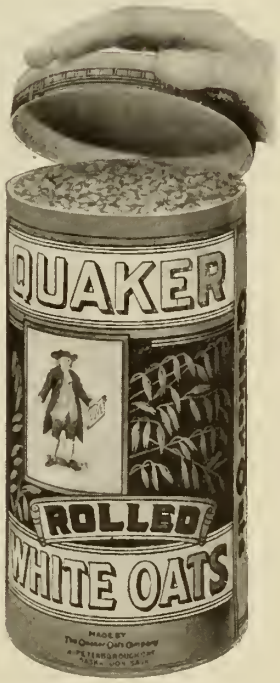
They are the most widely known and the best liked coffees in the country today. The grocers who handle these goods are partners in this reputation.

CHASE & SANBORN
MONTREAL



THE MILL THAT MILLS

PERFECT
PANTRY
PACKAGE



PERMANENT
REPLACEABLE
COVER

We can Guarantee the Keeping Qualities of Our Round Fibre-Tube Package

SO WE DO

It is the Safe Summer Package for You. STOCK IT NOW.

The Quaker Oats Company

PETERBOROUGH, ONT. SASKATOON, SASK.

If any advertisement interests you, tear it out now and place with letters to be answered.



HERE ARE THE FACTS

Aren't they convincing?

That the sales of *Kellogg's Toasted Corn Flakes* exceed the combined sales of all other flake cereals is conclusively proven by recent statistics. This record could only be made possible by making the quality of Kellogg's such that the most particular people find in them the ideal cereal—just the kind of wholesome deliciousness they have always looked for.

We keep the public constantly reminded of Kellogg superiority. Our large output eliminates any possibility of staleness, while the Kellogg process guarantees the consumer against any inferiority whatever.

The huge demand that everywhere characterizes *Kellogg's Toasted Corn Flakes* is largely due to the fact that users of this Canadian-made cereal never "switch"—once a Kellogg user, always a user.

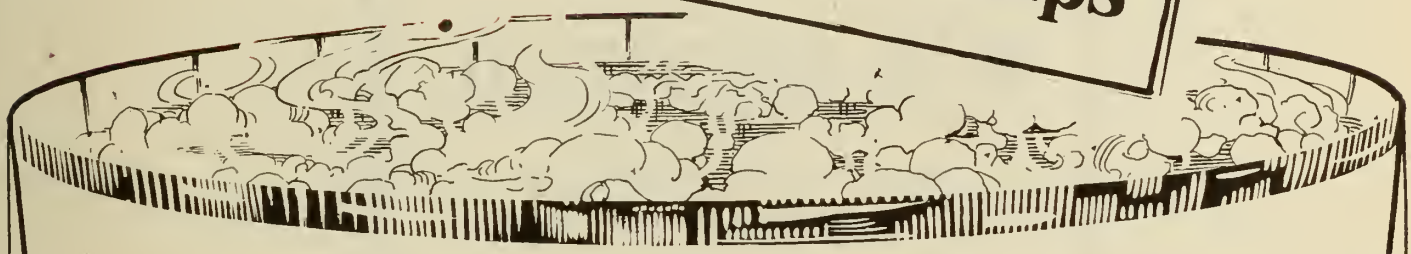
Our free window and counter displays will start you on the high road to a big Summer cereal business. Drop us a line to-day and ask for all particulars.

Battle Creek Toasted Corn Flake Co., Ltd.
LONDON, CANADA



Wash-tub Favorites

Crystal Soap Chips



The performance of

these two great cleansers in the wash-tub has won for them a popularity among housewives which is wonderful.

"WONDERFUL"

Soap and "Crystal" Soap Chips leave fabrics soft and snowy white and the housewife's remembrance of it means more sales for the grocer handling these soaps.

Canadian Made Soaps

Wonderful Soap and "Crystal" Soap Chips are absolutely pure, will not injure the most delicate fabrics, wash quickly and make bleaching unnecessary.

Make a Display of Wonderful Soap and attract "Wonderful" users to your store.

Write us to-day for sample order. There is good profit for you in this line.

The Guelph Soap Co.

Guelph, Ontario

Est'd 1907

THE

WESTERN CANADA

MANUFACTURERS' AGENTS

and

GROCERY BROKERS

W. H. ESCOTT CO.

LIMITED

181-183 Bannatyne Ave. East

WINNIPEG

Manitoba

——Branch Offices——

REGINA, SASK.

1872 Scarth St.

SASKATOON, SASK.

206 Second Ave.

CALGARY, ALTA.

328 Eighth Ave.

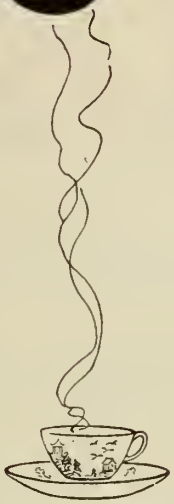
EDMONTON, ALTA.

10229 105th St.



Storing and Distributing
Capable Detail Salesmen
The Latest Codes Cable Address "Escott"
References: Union Bank Bradstreets

JAPAN TEA



A cup of good tea is the best natural stimulant for body or brain. The soldier in the trenches, the worker in the fields and woods drinks it in great quantities. The brain-worker in the cities finds grateful comfort in its use. Physicians the world over recommend it.

Japan Tea is preferred to all others because of its unequaled delicacy and its full-flavored strength.

The Japanese Government prohibits adulteration and coloring of Tea.

YOUR dealer sells it. Ask HIM.

The amount of profitable business that well-advertised quality can produce is clearly indicated by the steadily increasing sales of Japan Tea. Our widespread consumer advertising is being persistently carried on and is everywhere creating bigger demands for Japan Tea dealers.

The most discriminating tea drinker finds in this natural green leaf a superior high-grade quality —just that little something that makes all the difference between the ordinary every-day tea and a tea of palate-tickling deliciousness.

Ask your wholesaler about Japan Tea.

If any advertisement interests you, tear it out now and place with letters to be answered

"Bringing in Customers"

By sheer merit and satisfaction, plus extensive and truthful advertising, Mennen's Products have won thousands of users.

And level-headed, calculating dealers have ordered the complete Mennen Line for they know that a demand has been created for them. Mennen's Products are easy to sell. The enormous demand has been built by numerous and forcible advertising campaigns and sustained by the high merits of the products themselves.

A display, on your counter or in your window, of the Mennen goods, will link up with the advertising and bring you many sales and new customers.

Three very attractive window trims have been prepared for you—one on the Talcum Powder, one on the Shaving Cream and one combination trim; any one or all of these will be shipped to you on request.

The complete line of Mennen's Products are as follows:



Mennen's Borated Talcum Powder
Mennen's Violet Talcum Powder
Mennen's Sen Yang Talcum Powder
Mennen's Cream Tint Talcum Powder
Mennen's Cold Cream
Mennen's Liquid Shampoo
Mennen's Talcum for Men
Mennen's Flesh Tint Talcum Powder
Mennen's Bath Powder
Mennen's Shampooing Cream
Mennen's Shaving Cream
Mennen's Cream Dentifrice.



Selling Agents:

H. F. Ritchie Co., Limited, Toronto





Made in Canada by

G. Mennen Chemical Company

MONTREAL





Mennen's Products













If any advertisement interests you, tear it out now and place with letters to be answered.

RICE

the economical staple food that's growing daily in popularity

Although the price of Rice has advanced considerably since the opening of the war, there is scarcely any other product which a grocer can recommend to his customer of equal food value for the money.

Potatoes are dear: **Rice comparatively cheap**—Why not substitute?

Mount Royal Milling & Manufacturing Co.

Agents: **D. W. Ross Co.** **MONTREAL**

"If any advertisement interests you, tear it out now and place with letters to be answered."

To the Grocer:

We had the courage of our convictions

when we placed on the market

Davis' New "Noblemen Superiores"—*2 for 25c*

It was *thought out before* it was *brought out.*

It took months of experiment to secure what *50 years' experience* has taught us is the Cigar the Smoker wants.

To call it a Masterpiece is but half praise.

Davis' **New "Noblemen Superiores"** is the Cigar you should stock in a 2 for 25c Cigar.

S. DAVIS & SONS Ltd., Cigar Makers

MONTREAL, CANADA

This is our new label



Cut it out, Mr. Grocer, and stick it into your Order Book for future reference in placing your pickle orders.

Remember what this new, improved and attractive label represents:

First—It represents quality in ingredients.

Second—It represents the most exacting care in the preparing and putting up of Queen Quality Products.

Third—It represents our attractive new style bottle, capped securely by the well-known **Anchor Cap,** which is a guarantee of satisfaction to your customers and yourself.

Fourth—It means good business and large profits for you. You cannot afford to overlook the Queen Quality for your 1916 business.

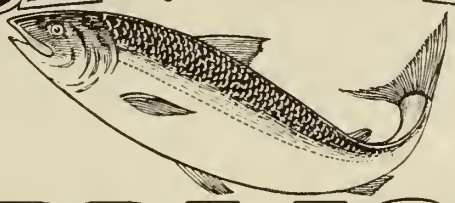
Note the label—note the new bottle. Order your stock to-day and try out Queen Quality goods.

TAYLOR & PRINGLE

OWEN SOUND

Ontario

CHOICE SOCKEYE



SALMON





THE BEST PROCURABLE IN THE WATERS OF
THE GREAT PACIFIC COAST

PACKED IN

ONE POUND **TALL TINS** ONE POUND **FLATS** HALF POUND **FLATS**

EVERY TIN GUARANTEED.

If any advertisement interests you, tear it out now and place with letters to be answered.

JUST A MOMENT, SIR!

Will You Kindly Take Time To Read This?

St. Bazile de Portneuf, in the Province of Quebec, is not a very large place, but it is most important in one way that you should not lose sight of.

In this town there is a factory devoted to the manufacture of brooms.

It is an up-to-date factory, equipped with the most modern machinery. The operators are experts in their line — the best that can be obtained.

The corn used in these brooms is the finest that America produces, carefully selected—of a quality that cannot be surpassed.

As to price you will find that it is possible to purchase as good brooms as you now have for less money or better brooms for the same money. If you have not seen this line you have not seen the best that's offered in brooms.

Write to-day and let us send you full particulars and prices.

American Broom Works, St. Bazile de Portneuf, P.Q.



GOLD DUST

makes satisfied customers

Gold Dust has no equal as a cleanser. Every woman knows this from experience—and every merchant who does has profited by it.

Continual advertising keeps Gold Dust before the housewives—and once Gold Dust is included in an order it will become a regular habit.

You can depend on Gold Dust to make satisfied customers—just as women depend on it to reduce their housework.

THE N. K. **FAIRBANK** COMPANY
LIMITED
MONTREAL

"Let the GOLD DUST TWINS do your work."



Malcolm's Milk Products

Outshine all others in customer popularity

The public have been quick to appreciate the high grade quality and sweet palatable goodness that characterize every one of the

Malcolm's Made-in-Canada Milk Products

Even the most hard to please find in Malcolm's a delicious wholesomeness that is simply irresistible.

Dealers everywhere are stocking these Canadian made leaders, and find them reliable trade builders, besides which, they realize that in selling them they are showing practical patriotism—supporting Canadian industry and enterprise, and building up a bigger and more prosperous Dominion.

Every Malcolm product is a "repeater." They've got that "want more" taste that always brings first customers back again and again. Why not test their selling qualities for your own satisfaction? A five case lot will be ample to begin with. Send in your order to-day. Feature Malcolm's in your windows, show cases and shelves, and let your cash drawer tell the story.

NOTE THESE PRICES:

St. George Eavporated Milk, 4 doz. in case	$3.75
Banner Condensed Milk, 4 doz. in case	5.75
Princess Condensed Milk, 4 doz. in case	4.75
St. George Brand Coffee, 2 doz. in case	4.80

These prices are for Ontario and Quebec only. We pay freight on 5 cases or over up to 50c. per 100 lbs.

The Malcolm Condensing Co., Limited
ST. GEORGE, ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.



Are you selling the favorite household cleaner, "MATCHLESS AMMONIA POWDER"?

The "Matchless" results that the Canadian-made cleaner produces has placed it first in favor with the busy housewife. Though a comparatively new brand **Matchless Ammonia Powder** has proven itself most efficient and a reliable selling line.

Matchless Ammonia differs from most other powders or solutions of this nature in that it is absolutely uninjurious to the most delicate or sensitive skin. This, in a large measure, explains the big demand for it, a demand that is ever increasing.

We have a special selling proposition for you. Write us to-day and let us tell you all about it.

We're selling agents for **Best Corn Starch** and **Best and Liberty Gloss Starch** in bulk and packages.

Freight paid on 5-case lots.



"For Mother"

The Keenleyside Oil Co., London, Ontario

Western Distributors: THE H. L. PERRY CO., Winnipeg

The tap of the drum

puts added "snap" into the soldier's steps.

LEACOCK'S MOLASSES

Extra Fancy and Extra Choice

will put an added "snap" into your molasses sales.

Leacock's possess that unexcelled quality which appeals irresistibly to the discriminating housewife. This winning quality is produced by using only the purest cane sugar in its manufacture.

Get into line and order *LEACOCK'S.*



LEACOCK & COMPANY

Exporters of High Grade Molasses

BARBADOS, B.W.I.

If any advertisement interests you, tear it out now and place with letters to be answered.



This Is Economy Year

Mr. Grocer, and yet it's the year that you can look for bigger business, better business, for the money is in the country. You can help your patrons to economize and can get better business by featuring



STUART QUALITY JAMS

in fours pails instead of glass. This means the using of more jams instead of other fresh fruits, etc., which gives you less profit and more trouble in handling. It saves your customers' money and gives them the same high-grade Stuart quality they are used to getting in the smaller glass containers.

Suggest Stuart Jam in fours pails.

WRITE US FOR PRICES.

Stuart Limited, Sarnia, Ont.

If any advertisement interests you, tear it out now and place with letters to be answered.

Only Thing of Its Kind

There is just one preparation made for the exclusive purpose of cleaning toilet bowls—



Sani-Flush

The sale grows rapidly because people see the need of something for this purpose. Ordinary methods mean hard, unpleasant work: and then they fail to clean thoroughly. Sani-Flush makes the bowl white as new and clears the trap. This insures a clean, odorless, sanitary bowl.

Are You Selling Sani-Flush?

Harold F. Ritchie & Co., Limited
10-12-14 McCaul St., Toronto



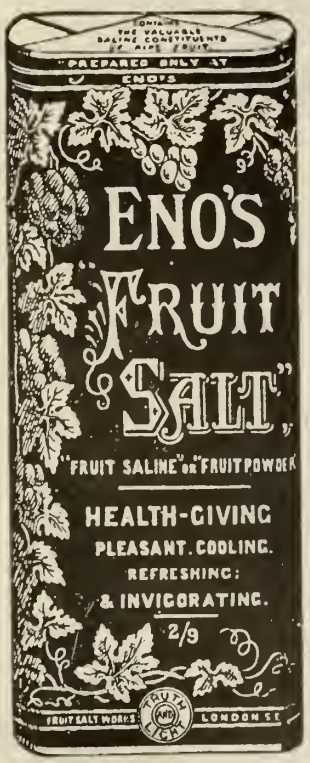
The Friend of the Housewife

KEATING'S
KILLS EVERY ROACH
coming into proper contact with it—A FACT
Tins 10c., 25c., 35c.

Grocers sell more Keating's in all parts of Canada

Keating's powder is fatal to every form of insect life, but it is harmless to human or animal life. It is an insecticide with a world-wide reputation for efficiency. It is now a regular article of stock with Grocers in Canada, as it is already with British Grocers the world over.

HAROLD F. RITCHIE & COMPANY
LIMITED
SOLE AGENTS FOR CANADA
10-12-14 McCAUL ST., TORONTO



First Aid To Health and Business

—first aid to the health of your patrons, first aid to steadily increasing business. The one is supplementary to the other—both are dependent on your efforts to back up our extensive desire-creating advertising campaign to the consumer.

Don't stick your stock of

ENO'S "FRUIT SALT"

back in a lonely spot on the shelf, but make a display on the counter and introduce it with a natty ticket—draw attention to this health-producing preparation whenever you can, display it in your window. The result will please you—other departments will benefit by your aggressive move.

Order your Summer's stock now from your wholesaler.

J.C.Eno, Ltd. "Fruit Salt" Works
LONDON, ENG.

Agents for Canada: Harold F. Ritchie & Co., Limited
10-14 McCaul St., Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.



Pickles Sterling Catsup

WHEN you serve your customers with Sterling Pickles, you are assured of future sales — Sterling Pickles have a quality that makes the housewife look for the name of the Brand when she is making up her grocery list.

"Sterling" Pickles are put up in one of the largest and most modern Pickle and Catsup Factories in the Dominion.

The name "Sterling" has become synonymous with pickles. We control the pickle supply of the best vegetable districts and have a large number of pickling depots where our stock is collected, and from the first inception to the finish of the process the strictest supervision is exercised, so that Sterling Pickles, Catsup and Relishes maintain the same standard of quality throughout, which is the foundation of "Sterling" reputation.





HAND "Sterling" when a customer asks for catsup because the quality is of a standard that can be depended upon to bring the customer back again. Catsup is in big demand and the grocer who serves "Sterling" Catsup is handling a profitable line to himself and a pleasing catsup to his customer.

Housewives will not be anxious to make their own Catsups and Pickles when they find you serving such a high standard of quality that the "Sterling" Line gives. Educate your customers to come again by serving and displaying the Sterling Line.



MADE-IN-CANADA

PLACE your order now for the Sterling Line, which includes Sweet Midgets, O-Eat-a Pickle, Sweet Mixed Pickles, Chili Sauce, Sweet Gherkins, Canadian Relish, Pimento Relish, etc., etc., all of the same high-grade Sterling quality.

The T. A. Lytle Co., Limited

STERLING ROAD TORONTO

"If any advertisement interests you, tear it out now and place with letters to be answered."





Isn't This Pretty Convincing Proof?

These **TWO** carloads of **EGG-O BAKING POWDER** here shown were shipped to **W. G. CRAIG & CO., Limited, KINGSTON,** within a space of 45 days.

Manufacturers!—If you want **distribution** in Eastern Ontario, use **W. G. CRAIG & CO., Limited.**
Retailers!—If you want **service** in Eastern Ontario, use **W. G. CRAIG & CO., Limited.**
EVERYBODY!—If you want **quality—satisfaction**—and a **money-getter,** use **EGG-O Baking Powder.**

If any advertisement interests you, tear it out now and place with letters to be answered.



Furnivall's FINE FRUIT PURE JAM

Remember first sales of Furnivall's are always followed by others. Why? Because the quality is there—the quality that is different, the quality that is only obtained by careful selection of fresh, sun-ripened fruits and pure cane sugar.

The "want more" taste that is so characteristic of every Furnivall product is a result of 20 years' practical experience of jam-making in Lancashire, England. This appetizing deliciousness is continually attracting new business to the Furnivall dealer, so that these Canadian-made jams are fast replacing the most expensive imported varieties.

The Furnivall factory represents the acme of cleanliness, everything connected with the manufacturing of this high-grade jam is *spotlessly clean and pure.*

Order Furnivall's from your wholesaler. He can supply it in gold-lacquered tins or glass jars.

Write him to-day.

FURNIVALL-NEW, LIMITED
HAMILTON, CANADA

Agents: Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. **Montreal**—W. S. Silcock, **St. John, N.B.**—MacLaren Imperial Cheese Co. **Halifax, N.S.**—MacLaren Imperial Cheese Co. **Sydney, N.S.**—A. E. Sheppard. **Hamilton**—R. M. Griffin. **Winnipeg**—W. L. Mackenzie Co., Limited. **Calgary, Alta.**—MacLaren Imperial Cheese Co., Ltd. **Edmonton, Alta.**—Central Brokerage Co.

We have told your Customers all about them



It cost us $60,000, but the demand we have created for

Dr. Cassell's Tablets

is steadily growing. More and more people are learning of the wonderful nerve-building properties of this reliable remedy—a remedy with a record of over 30 years' unqualified success. Here is a splendid opportunity for you, Mr. Grocer. "Nerves" are undoubtedly the most common complaint of the day. Why not supply Dr. Cassell's to your customers and secure 50% profit for yourself, besides the increased customer-confidence that this splendid nerve vitalizer will create.

Get a supply of Dr. Cassell's Tablets now. Set up a good display on your counter—put them right before your customers' notice. The results will more than satisfy you.

Dr. Cassell's Medicine Co., Limited
MANCHESTER, ENG.

Canadian Agents: Harold F. Ritchie Co., 10-14 McCaul St., Toronto











Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Black Oil Polish. The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retails 25c.

"QUICK WHITE" (Liquid) makes dirty Canvas shoes clean and white. A sponge in every package, so always ready to use. Retails for 10c. and 25c.

"SUPERB" (a paste) for polishing Patent and Shiny Leather Boots and all Shiny Leather Articles. Cover remover attached to each box. (See cut.) Retails 10c.

"DANDY" RUSSET COMBINATION. For cleaning and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retails 25c. "Star" russet combination (10c size). Russet, Brown and Ox Blood Pastes (5 sizes of each color).

"ELITE" BLACK COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retails 25c. **"BABY ELITE" COMBINATION** (10c size.) **"ELITE" PASTE** in 5 sizes.

"ROYAL GLOSS" self-shining dressing, for ladies' and children's black shoes. (See cut.) Retails for 10c.

Ask Your Jobber's Salesman For *Whittemore's Shoe Polishes*

WHITTEMORE BROS. CORP., BOSTON, MASS., U.S.A.



Made in Canada

GRAPE JUICE

E D S



Big Profit— Large Demand

E. D. Smith Grape Juice has the natural Concord Grape Flavor—a delicate flavor which our process fully conserves. Each bottle of E. D. Smith Grape Juice contains all the richness of the Concord grapes grown in our own vineyards.

The Strength and Purity of E. D. Smith Grape Juice make it go further—most economical.

Profit for you—Satisfaction for your customers.

Send your orders early—the supply is limited—the demand heavy.

E. D. Smith *and* Son, Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.

If it's CUSTOMERS you want, Sir—

H.P. Sauce will bring them in—just let the public see that you stock H.P. and thus obtain the full benefit of our extensive advertising.

It makes customers—it increases—it makes profits.

W. G. Patrick & Co., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.



H.P. SAUCE

Indian Chief Brand Clams

They are always good

Packed the same day they are taken from the clam beds, they are got into the cans in the best of condition, while every care is taken to put them up in the most sanitary manner.

Order a case from your jobber today. You will find they give satisfaction.



PACKED BY
SHAW & ELLIS : : Pocologan, N.B.

MR. GROCER—

Just a few carloads of Tomatoes and Corn to offer. Get in your order promptly and specify

ESSEX BRAND

both for immediate and Fall delivery.

The
Essex Canning & Preserving Company, Ltd.
ESSEX - ONTARIO

Office : B24 Board of Trade Bldg. Tel. Main 1054

If you want Flour, Feed, Rices, Dried Fruits, Olive Oil, Etc., get in touch with

W. J. McAULEY

REPRESENTING

Campbell Flour Mill Co., Limited	Flour and Feed
Louisiana State Rice Milling Co.	Rices
Curtis Fruit Company (Incorporated)	Dried Fruits
Compagnie Oliva	Olive Oils

We have facilities for handling one or two more agencies and to give them the best of attention. We call on the Wholesale and Retail trade.

Shirriff's

DEPENDABLE PRODUCTS



Shirriff's TRUE VANILLA

Gives that exquisite flavor and bouquet. 50% stronger than Government Standard.

Shirriff's JELLY POWDER

Every package may be depended upon to make a tempting and sparkling Jelly. Insures complete satisfaction to your customers.





Shirriff's ORANGE MARMALADE

Has that zestful tang of the bitter orange. Made only from Seville Oranges and Sugar. Canada's most popular conserve.

BECOME A SHIRRIFF DEALER IF NOT ONE ALREADY. WRITE FOR PRICES

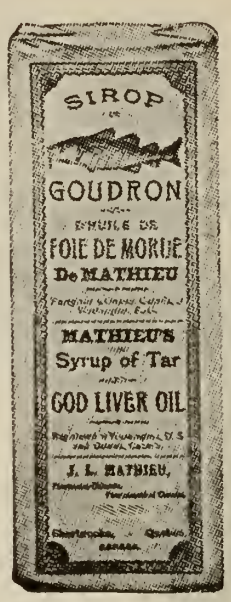
IMPERIAL EXTRACT COMPANY

TORONTO

Western Representative:—H. F. Ritchie & Co., Limited, Toronto. Montreal:—W. S. Silcock. Quebec City:—Albert Dunn. Maritime Provinces:—W. H. L. Usher, Haliafx. Hamilton City:—A. A. Adams

If any advertisement interests you, tear it out now and place with letters to be answered.

Two Staple Remedies



Mathieu's
Syrup of Tar and Cod Liver Oil
Mathieu's Nervine Powders

With the coming of Spring few escape the need of a remedy for colds, coughs, grippe and pneumonia.

In Mathieu's Syrup of Tar and Cod Liver Oil you have a reliable remedy that has won wide reputation.

Wherever displayed it has a ready sale and its effective, curative powers win for you a permanent patronage.

Many dealers testify to ready sales and satisfaction of customers. A display of this remedy will bring a quick turnover.

Mathieu's Nervine Powders bring equal results, and their reliability is common knowledge.

Fever Pains, Headaches and Neuralgia that accompany or follow colds are quickly removed by Mathieu's Nervine Powders, which act speedily and are perfectly safe.

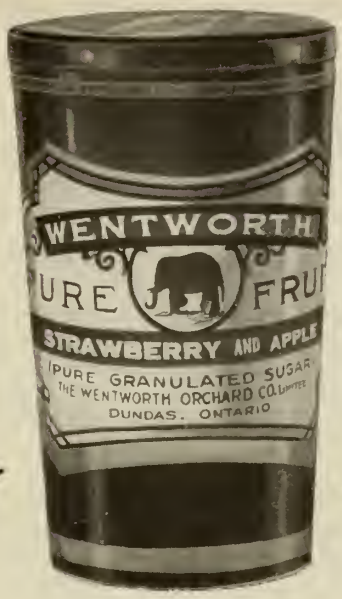
The virtue of these remedies gives you an opportunity to serve your customers in a way that will be greatly appreciated. Let us send you a trial order of these two staple remedies?



Mathieu's Nervine Powders 25c. a Box

J. L. Mathieu Company, Proprietors
SHERBROOKE, QUEBEC

Newton A. Hill, 25 Front St. E., Toronto, Ont., Distributor for Western Ontario.
Chaput, Fils & Cie., Montreal, Que



The Jam with the "want more" taste

Wentworth Jam

This delicious, wholesome jam, produced at our sunlight factory at Waterdown, will delight your customers.

Fresh, ripe fruit and the highest quality cane sugar are the only ingredients used in the manufacture of Wentworth Jams.

The ten cent jar is just the right size for the small family. A counter display of this popular size will start business humming in your jam department. The first sales will pull the repeat business that brings you a quick, profitable turnover.

Give the Wentworth line a prominent place in your made-in-Canada display. **Results are worth while.**

We also manufacture delicious high grade jellies and fruit pie filling, Worcester Sauce and Catsups. All our lines are dependable sellers.

Everything in Fruit:
Green, Dried, Canned;
Preserved.

The Wentworth Orchard Co., Ltd.

Hamilton and Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

Retailers' Opinions of Their Fixtures and Equipment

EVERY grocer and general merchant to-day is interested in good equipment and up-to-date fixtures. All realize that with the proper equipment more business can be done and the customer goes away better satisfied. In the following pages a number of manufacturers tell about their particular equipment and grocery store fixtures. These advertisements point the way to a better and brighter store and to the giving of a better service.

Equipment and fixtures that assist the dealer in economizing space and time and in waiting on more customers in a given period are particularly advantageous at the present time. In many centres of Canada there is a perceptible shortage of grocery salesmen so that the dealer and remaining clerks require all the help and conveniences possible. Equipment, such as advertised here is designed to supply this shortage or part of it, and to aid the dealer in maintaining his turnover and increasing his sales.

The following are but a few opinions of retailers as to what they think of various equipment they have installed:

W. J. Cherney, Windsor, Ont.—"I could not maintain a sanitary grocery store without the help of those dust and dirt-proof bins."

R. Harry Harley, London, Ont.—"The 32 drawers underneath this counter save me the time of going to the back of the store or warehouse for the various goods that I keep in them. They are certainly a great time-saver."

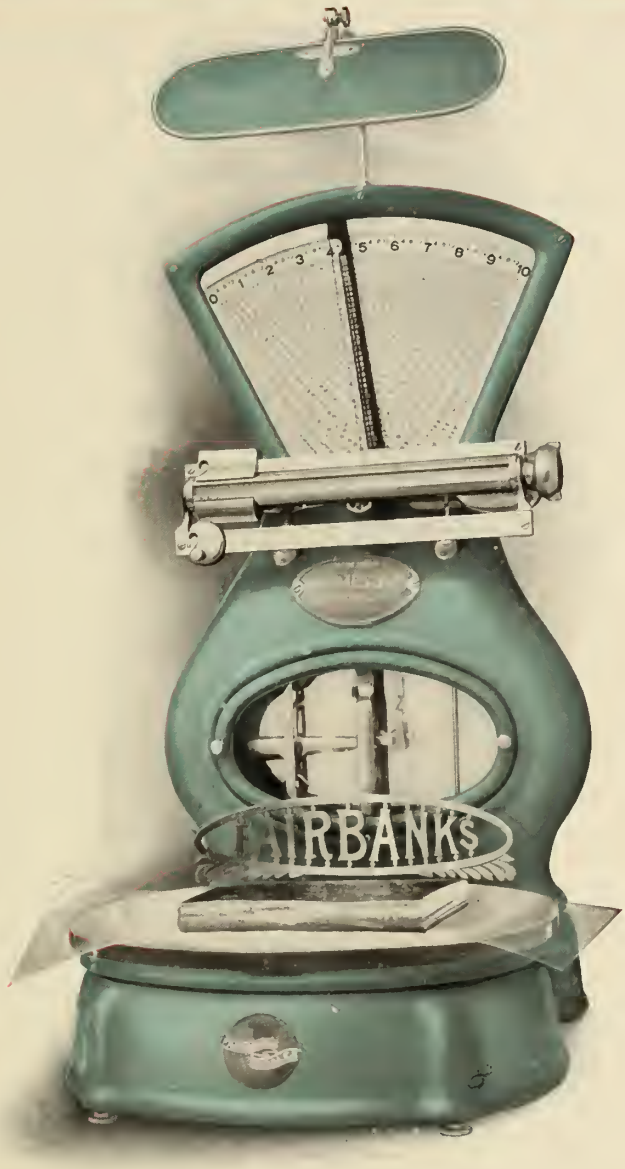
R. P. Bradley, St. Catharines, Ont.—"Our meat slicer is certainly a very handy piece of equipment. We sell a great deal of sliced bacon and ham to the regiment in St. Catharines and we certainly would not get this business if it were not for our meat slicer."

Hugh Malcolmson (per John Kine), Chatham.—"Our vegetable display fountain is undoubtedly profitable equipment. This keeps the vegetables on display always fresh and clean and invites customers into the store."

J. L. Hewson, Oakville, Ont.—"The gasoline pump and tank on the sidewalk in front of the store has been the means of attracting a great deal of trade from passing automobile drivers, while our soda water and ice cream counters have got much business from the occupants of the cars."

R. H. Harley, London, Ont.—"The account register is certainly very handy. It certainly assists in getting in much money sooner than it would otherwise come."

These are but a few typical instances that go to prove the value of modern store equipment. They demonstrate the desirability of every dealer reading carefully the following pages advertising grocery store fixtures and equipment. There was never any greater necessity of having convenient and modern equipment in the store as at the present time when so many clerks have enlisted and there is a shortage of help to be made up by some means.



Save 20% on the Cost of a High-Grade Computing Scale—

The Fairbanks—a finely built Automatic Scale, at the price you can afford. The best value ever offered. Weighs your goods quickly and accurately.

Simply put the load on the platform, and read the value on the chart for ordinary weighing.

Handsome, Convenient, Sanitary. A scale that will add attractiveness to your store and bring you customers.

Write to our nearest branch for full details of this opportunity.

CFM

The Canadian Fairbanks-Morse Co., Limited

St. John Quebec Montreal Ottawa Toronto Hamilton
Winnipeg Saskatoon Calgary Edmonton Vancouver Victoria

CANADA'S DEPARTMENTAL HOUSE FOR MECHANICAL GOODS



They are cheaper than the old wooden freight box, and immeasurably safer

—and, moreover, the big saving of space they effect in the shipping department make

T&N Folding Cellular Board Boxes

the original time, trouble and money savers.

Secure protection for the most fragile commodities is what the T. & N. Cellular Freight Box guarantees you. Then, too, there is a "T. & N." for every requirement, so that no matter what size or shape your goods may be, you can eliminate loss in transportation by shipping them in T. & N. Cellular Board Boxes.

These boxes come to you "knocked down," thus minimizing the amount of storage space required. They are set up ready for packing in a few seconds; no nailing or wiring. One shipper can do two men's work in less time, a very important advantage just now owing to the big scarcity of labor.

It will pay you to look into the proposition anyway.



The Thompson & Norris Co. of Canada, Ltd.

Niagara Falls, Ont. Brooklyn, N.Y. Boston, Mass. Brookville, Ind. London, Eng.

Montreal Representative: MR. GEORGE ARCAND
335 Notre Dame Street West

Winnipeg Representative: H. E. BUCHAN
Chamber of Commerce Building

Perfection Computing Cheese Cutter

(IT IS ALL MADE IN CANADA)

IT IS A CHEESE CUTTER WORTH HAVING

A REAL COMPUTER

AND YET SIMPLER THAN ALL OTHERS IN CONSTRUCTION AND OPERATION.

ABSOLUTELY NO FIGURING TO DO.

IT STANDS THE TEST FOR DURABILITY, FOR IT LASTS A LIFETIME.



A REAL PROFIT-SAVER

Write for Prices and Terms.

WE HAVE SPECIAL COMBINATION PRICES WITH CABINETS AND PEDESTALS.

IT SAVES ITS COST in a few months and lasts a lifetime.

BUY IT NOW.

American Computing Company

HAMILTON, ONT.

IF BUSINESS is BAD or GOOD, you need a PROFIT-SAVER.

BUY IT NOW.

1916
Spring Staples

Brooms Brushes

Baskets

Paper and Twines

Egg Cases Butter Tubs

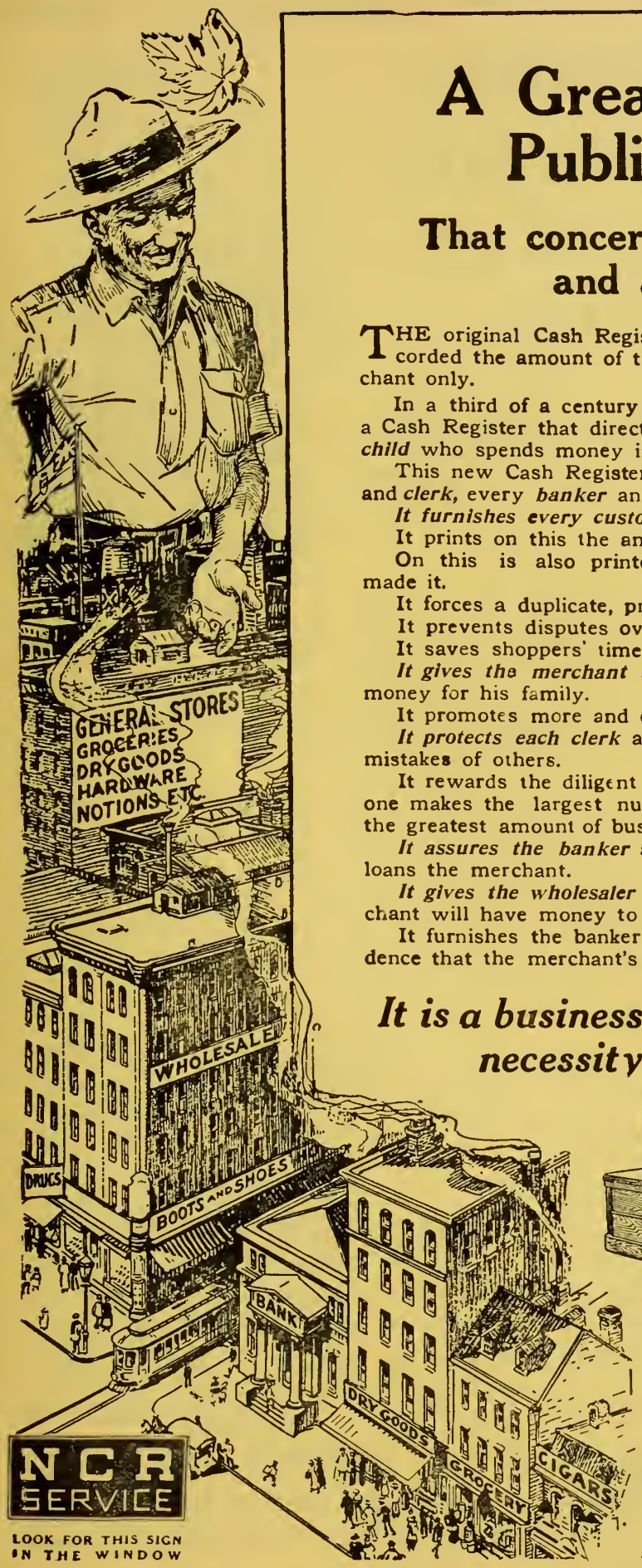
Parchment Butter Paper

Paprus Egg Carriers

WALTER WOODS & CO.

HAMILTON WINNIPEG

If any advertisement interests you, tear it out now and place with letters to be answered.



A Great National Public Utility

That concerns all merchants and all people

THE original Cash Register rang a bell, indicated and recorded the amount of the purchase. It benefited the merchant only.

In a third of a century this old model has developed into a Cash Register that directly benefits every *man, woman,* and *child* who spends money in a store.

This new Cash Register equally concerns every *merchant* and *clerk,* every *banker* and *wholesaler* in this land.

It furnishes every customer with a receipt or sales-slip.

It prints on this the amount paid or charged.

On this is also printed the date of the sale and who made it.

It forces a duplicate, printed record for the merchant.

It prevents disputes over charges and bills paid.

It saves shoppers' time.

It gives the merchant all his profits. It gives him more money for his family.

It promotes more and quicker sales.

It protects each clerk against making errors and against the mistakes of others.

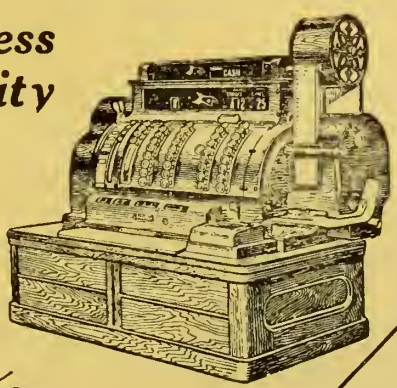
It rewards the diligent clerk by telling his employer which one makes the largest number of sales and which one gets the greatest amount of business.

It assures the banker additional security for the money he loans the merchant.

It gives the wholesaler additional assurance that the merchant will have money to pay his bills.

It furnishes the banker and the wholesaler mechanical evidence that the merchant's statement of his business is correct.

It is a business necessity



Merchants!

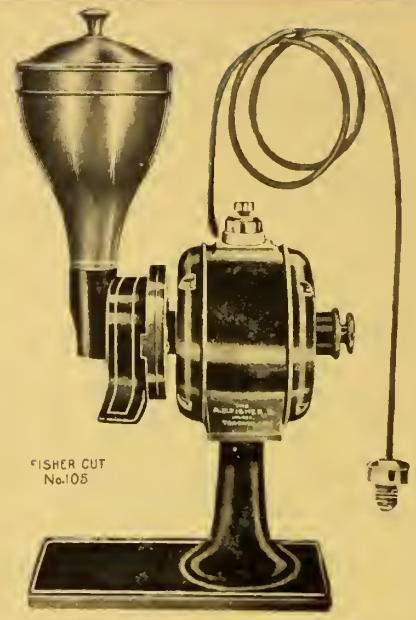
We have new 1916 models that give this perfect service.

Write us today or see our agent in your city and learn how you can secure one of these public service machines.

Liberal allowances will be made for old National Cash Registers that were good in their day, but do not so completely protect you or give the valuable service our 1916 models do. Address Dept .P

The National Cash Register Company
TORONTO. CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.



Fisher Electric Coffee Mills and Meat Chopper BARGAINS



For immediate sale we will offer the following:

6 only—Coffee Mills, Model No. 125, Regular Price $150.00 will clear out at $98.50 each for Cash.

6 only—Coffee Mills, Model No. 105, Regular Price $125.00 will clear out at $75.00 each for Cash.

The above mills can be wound for 110v single phase, 25 or 60 cycle alternating current, will run off the regular lighting line by simply screwing the attachment plug into any lamp socket. Either model will grind 1½ to 2 lbs. per minute and costs less than two cents per 100 lbs. of coffee for current. Our mills are guaranteed for one year. Money refunded if not satisfactory after one week's trial.



We also have some second-hand Coles, Enterprise and Hobart Mills and Meat Choppers for sale cheap.

We also offer

3 FISHER ELECTRIC MEAT CHOPPERS
Regular $150.00 at **$98.50** each.

At the above prices these machines should not last long. First come first served.

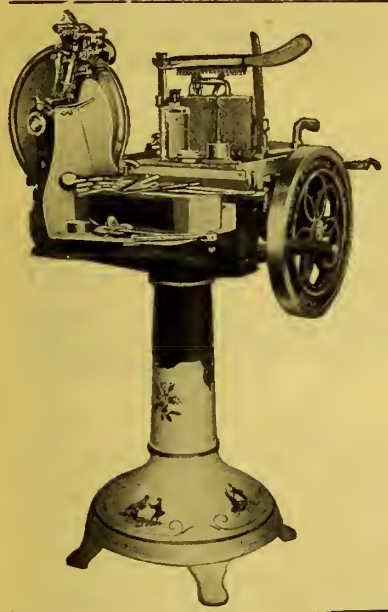
A. D. FISHER MFG. CO.
ELECTRICAL DEPT.
43 BRITAIN ST. TORONTO, Canada

If any advertisement interests you, tear it out now and place with letters to be answered.



THE BRUNSWICK System of Mechanical Refrigeration will increase your business and raise your profits.

STOP! melting your dollars and draining them down the sewer. Cool your refrigerator and produce with the Brunswick absolute temperature at all times.
No trimming choice cuts of meat.
No ice handling during the rush hours.
Just turn the switch and the Brunswick does the rest.
For using ice to cool your refrigerator is the same as lighting your store with a candle when your store is wired for electric light.
Write to us for Bulletin No. 103A. We are the Sole Canadian Agency.



Van Berkle Slicer

The only Slicer on the market—will do what is claimed for it, and will stand up and give good service, as it is now giving to thousands of users in Canada. Ask a Van Berkle user what he thinks of this slicer and he will tell you that after once using it he would not be without one.
It will slice all kinds of cooked meat to perfection, without any waste whatever.

Write for prices and catalogue.

We are the Sole Canadian Agency.



Freeman's Dry Air Refrigerator

THE FREEMAN surpasses all former refrigerators in air circulation and saving of ice.

The Freeman is a high-grade Refrigerator, free from the mechanical defects so common in Ice Refrigerators. It has more circulating space than any other made. It is the only Refrigerator that circulates from the centre as well as the four walls of the storage room.
It does away with all dampness, leaking doors and all waste of cold air and ice.
Every Freeman Butcher Refrigerator is built with a heavy cold storage door—the same type of door used on ammonia ice plants. Every door and display window is hung on steel spring hinges.
In point of design, material and construction, it is vastly superior to anything of the kind ever offered to the Canadian Butcher.
We build the largest variety of any Refrigerator Company in Canada. Ask for our catalogue.

Sole Manufacturers:

W. A. FREEMAN COMPANY, LIMITED

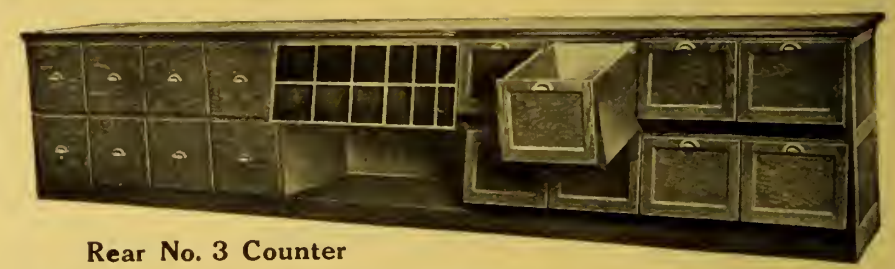
HAMILTON, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.



Walker Bin Fixtures in Use

The above cut illustrates the interior of the Collins Store, Ottawa, showing these Counters in use. Evidence of the popularity of these fixtures is shown in the fact that Mr. Collins ordered two additional counters. Submit your plans and requirements and we will give estimates on same.



Rear No. 3 Counter



Front No. 3 Counter

We design and manufacture modern store fixtures in all lines.



No. 23—
Confectionery Counter

The Walker Bin & Store Fixture Co., Limited

BERLIN, ONTARIO

WESTERN AGENCIES:

Vancouver:—R. J. Borland, Room 611, Northwest Trust Bldg.
Saskatoon:—North West Specialty Company.
Edmonton:—Edmonton Specialties Company, 113 Howard Ave.
Winnipeg:—Jas. M. Hargreaves, 814 Broadway Ave.

EASTERN AGENCIES:

Ottawa, Ont.:—Geo. Cameron, 414 Gilmour St.
Montreal, Que.:—W. S. Silcock, 33 St. Nicholas St.
St. John, N.B.:—R. R. Rankine, 110 Carmarthen St.



Are You Ready for Canada's Development Year With Modern Store Fittings?

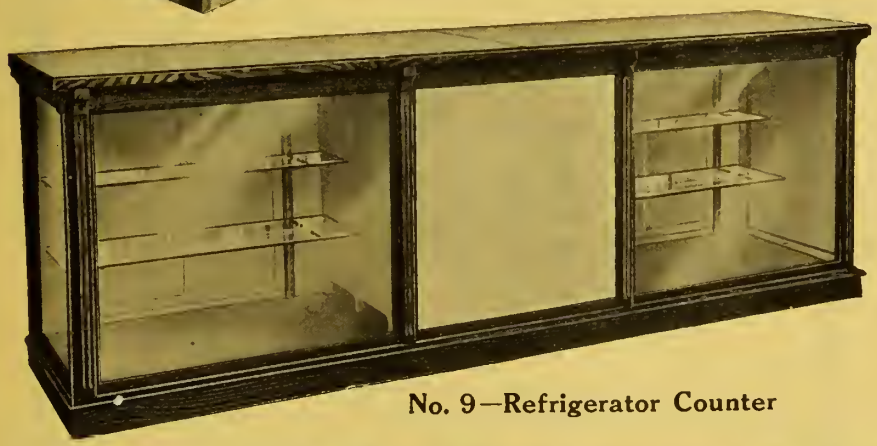
No. 7—Counter Showing Front and Rear



No. 3—Combination Counter



Write for Estimates. Send Your Floor Plan.



No. 9—Refrigerator Counter

HERE'S A MODEL ENQUIRY FROM BARBADOS, W.I.

29th March, 1916.

The Walker Bin & Store Fixture Co., Ltd., Berlin, Ont.

Dear Sirs:

Having read your advertisement in the Canadian Grocer, we herewith hand you drawing and dimensions of our Counter, and will feel obliged if you will forward us specifications and quotations for Bins for same.

Thanking you in anticipation,

We are,

Yours faithfully,

F. Norman Roach & Co., U.E.

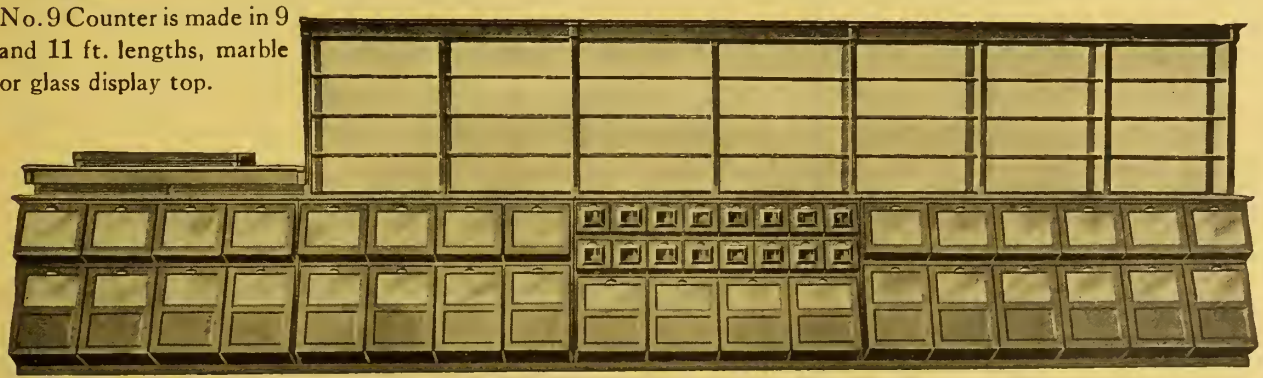
F. Norman Roach & Co.
General and Commission Merchants
Barbados, W. I.

The Walker Bin & Store Fixture Co.

Limited

BERLIN, ONTARIO

No. 9 Counter is made in 9 and 11 ft. lengths, marble or glass display top.



Walker Bin Stock Interchangeable Sectional Wall Case and Shelving Style Comb "X"

THE ONE BEST BUSINESS GETTER IS UP-TO-DATE SANITARY DELIVERY EQUIPMENT

Your delivery outfit makes or mars your business



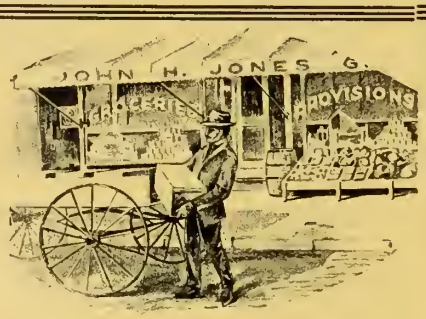
All styles for all businesses

No. 1616. Panel-Cut under delivery

OVER FORTY DIFFERENT STYLES TO CHOOSE FROM. WRITE FOR CATALOGUE.

COMBINING BROCKVILLE AND McLAUGHLIN LINE VEHICLES

The Canada Carriage Co. Ltd., Brockville, Ont.



Buy Your Eggs Direct — in Bulk

HANDLE only fresh, wholesome eggs. Grade, candle and deliver them in Star Egg Carriers. You will find customers will go out of their way to buy eggs at your store.

There is nothing Mrs. Housewife is so particular about as EGGS. Make eggs your leader. Let us tell you more about it.

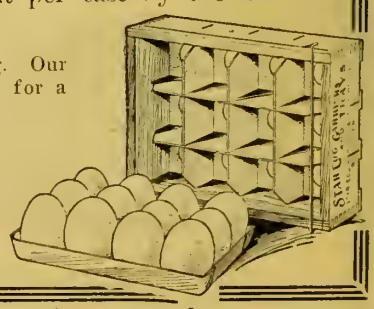
Equipment That Pays You A Liberal Profit Daily

Not only in the saving it will effect in first cost, as compared with other egg handling methods, but in the time saved and breakage eliminated—in improved service and customers gained.

Star Egg Carriers and Trays

Here, briefly, are just a few features concerning Star Equipment, that will interest you: Freedom from breakage—due to the cushioned bottom. Time required for filling—9 seconds; emptied with a turn of the hand. Candling—right in the Carrier; no extra handling, no breakage or lost time. Advertising—your name and phone number on each Tray costs practically nothing, yet proves the most resultful publicity you can buy. Grading—$1.00 extra profit per case by the Star System.

The other features are just as interesting. Our booklet No. 248 tells all about them. Write for a copy.



STAR EGG CARRIER AND TRAY MFG. CO.

1500 JAY STREET - - - - ROCHESTER, NEW YORK

If any advertisement interests you, tear it out now and place with letters to be answered.

THE BILL THAT WASN'T ENTERED



Here was a merchant man who didn't believe in the McCaskey plan. He couldn't see it. It was too much trouble to put it in. It might do all right for other merchants but not for him. His business was different.

The McCaskey man had him down on his records as a difficult prospect.

But one day the McCaskey man came into his store and got an awful shock. He almost had to be carried out on a shutter, for the merchant grabbed him by the arm and bought a McCaskey before the salesman could catch his breath. "There is something wrong about this," the salesman said. "I never took an order so easily before. How did it happen?"

"Housecleaning," answered the merchant. "See that bill (he pointed to a sales slip lying on his desk a little over a year old for a fair-sized bill of goods.) There's a bill that never was entered and is never going to be. That's one of my best customers who pays his bills regularly, and he has paid up a half dozen times since he bought those goods. I just found that ticket behind my desk. It had slipped through a crack.

"Now, I'm not going to humiliate myself by confessing to this customer that my system is so slip-shod and sloppy that a charge like this can get lost and stay lost for a year. I am going to charge this up to profit and loss, but I'm not going to have any more of it. Do you see?"

"I see," said the McCaskey man.

Bills that are made out under the McCaskey plan always get entered. No forgotten charges, errors are reduced to a minimum. One writing does the trick. It makes out the bills, renders the statement and posts the account up to the last minute all at once. It's a wonderful time-saver.

Under our partial payment plan you may have the use of your McCaskey while it is paying for itself. Mail the coupon.

McCaskey Systems, Limited

Formerly Dominion Register Co., Limited

Toronto - Canada

McCaskey Systems, Limited, Toronto, Can. R.G.&P.

Gentlemen:—
I am interested in your McCaskey one-writing, time and money-saving credit plan. I'll be glad to give a McCaskey man the time and opportunity to tell me about it in detail.

Name.....

Address.....

Town.....

Prov.....

If any advertisement interests you, tear it out now and place with letters to be answered.



More Trade
More Sales
More Profits
Via the
WAYNE STREET PUMP

There is no reason under the sun why you should not enjoy a good share of the motorists' trade that passes through your town—that passes your store every day in the week.

You can with the Wayne Street Pump handle 100,000 *gallons of Gasoline during the season*—this means extra profit. Beside this extra business, by stopping this auto trade at your door you have the opportunity of interesting the occupants of the cars in other goods on which you have a good profit.

The Wayne Street Pump

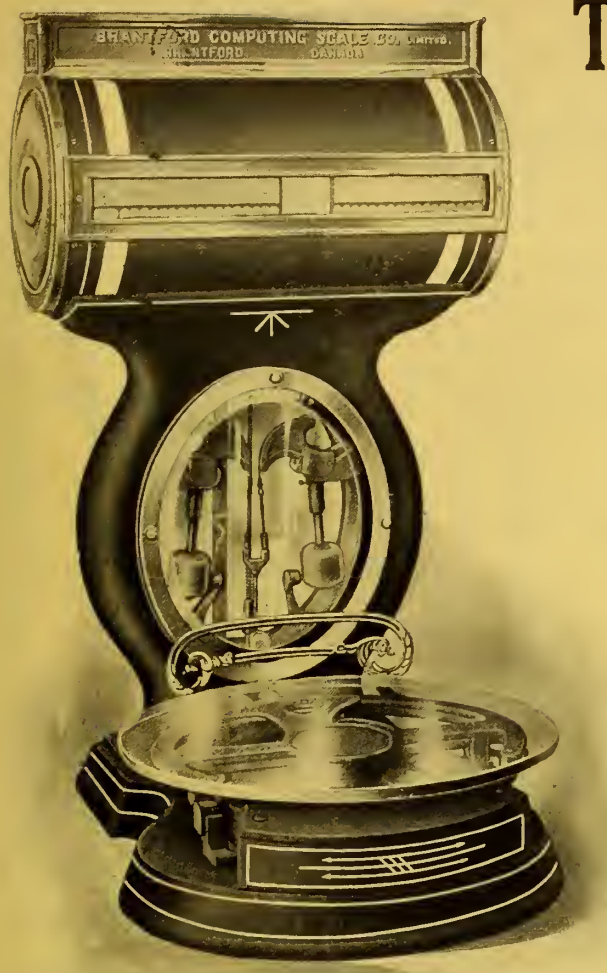
enables you to handle gasoline with no extra labor, no waste, no worry about whether your property is safe, no fumes to taint your susceptible goods. The pump keeps an accurate record of the quantity drawn, and measures correctly. This splendid drawing card should be at your front door right now. Get in touch with us and secure full particulars without obligating yourself.

Write, wire or phone to-day—now.

The Wayne Oil Tank Co., Woodstock, Ontario

Distributors for Canada: National Equipment Co., Ltd., 1 Wabash Ave., Toronto, Ont.; D. J. Austin, 273½ Portage Ave., Winnipeg, Man.; A. H. N. Kennedy, 415 Fifth St. A., Medicine Hat, Alta.

If any advertisement interests you, tear it out now and place with letters to be answered.



The Brantford Slicer

Made in Canada

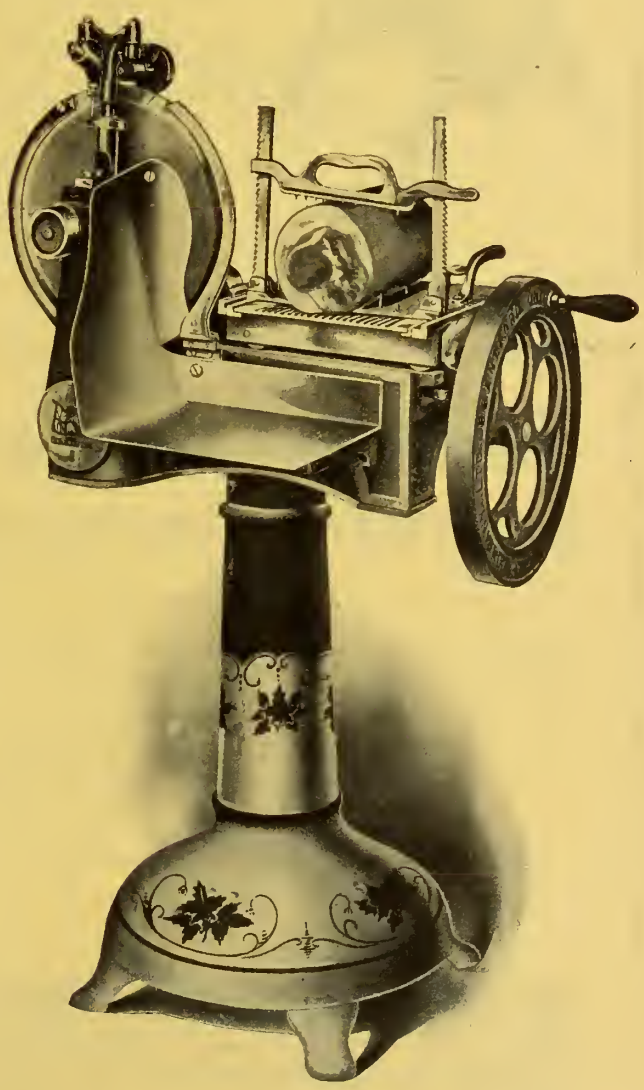
Increases your sales and prevents waste.

Cuts all cooked meats and bacon to the last slice.

Equipped with many new money-saving attachments.

FULLY GUARANTEED.

Used exclusively in all the stores of The William Davies Co., Limited.



The Brantford

Double Pendulum Agate Bearing Springless Scale

The most accurate and reliable Cylinder Scale ever built.

Used exclusively in the new Meat Department of The Robert Simpson Co., and by many other up-to-date merchants.

We make all sizes of Computing Scales from 2 to 40 lbs.

FULLY GUARANTEED.

The Brantford Computing Scale Co., Limited

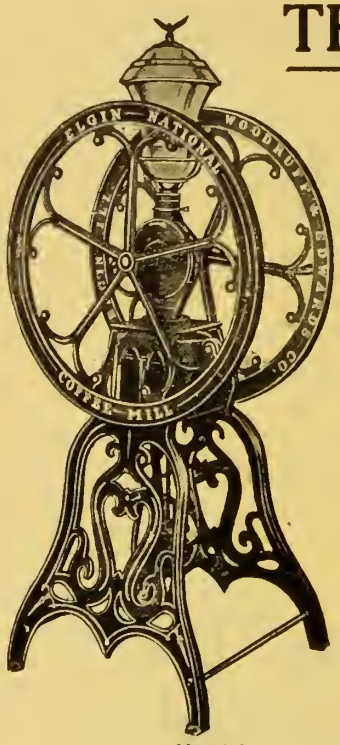
BRANTFORD, ONTARIO

WRITE US FOR CATALOGUE AND EASY PAYMENT PLAN

If any advertisement interests you, tear it out now and place with letters to be answered.

Canada's Most Popular Coffee Mill is

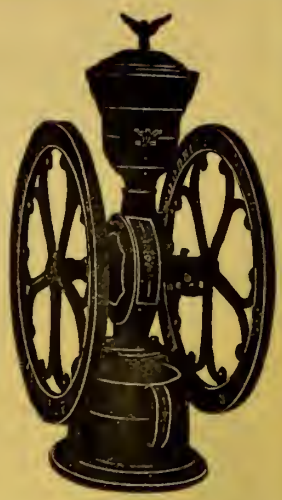
THE ELGIN NATIONAL



No. 35

WHY?—Because of its

Simplicity of Construction
Beauty of Finish
Easy Running
Fast Grinding and
Long Lasting Qualities



No. 40

ALL COMBINED **FOR YOU** in the ELGIN NATIONAL at the LOWEST POSSIBLE PRICE. No raise since the War.
ADJUSTED while running, to cut as coarse or fine as desired.
GUARANTEED to STEEL-CUT Coffee faster than any other mill of same size.

Live Canadian Grocers are using the ELGIN. YOUR COFFEE DEPARTMENT NEEDS AN ELGIN NATIONAL. The best CANADIAN JOBBERS handle ELGIN NATIONALS.

Write any of the following Canadian Jobbers TO-DAY for illustrated Catalog and Prices

ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.
QUEBEC—Minto Bros.
MONTREAL—L. Chaput, Fils & Cie, Limitee; The Canadian Fairbanks Co. (and branches); Minto Bros.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.; Minto Bros.
HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
LONDON—Gorman, Eckert & Co.
WINNIPEG—Blue Ribbon, Limited (and branches); the Colville Co (and branches.)
REGINA, Sask.—Campbell, Wilson & Strathdee, Ltd.
SASKATOON—Campbell, Wilson & Adams, Ltd.
EDMONTON, ALTA.—The A. MacDonald Co.
CALGARY—Campbell, Wilson & Horne, Ltd., and P. D. McLaren, Ltd.
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm Braid & Co.; Kelly, Douglas Co., Ltd.; Empress Manufacturing Co.

Made by WOODRUFF & EDWARDS CO., ELGIN ILL.

Hillock Equipment lends itself to unique and aggressive store arrangement

Note the modern department effect of the store illustrated on page 101 — the selling counters and display cases arranged down the centre of the store, the large amount of display space, the excellent facilities for serving a great number of customers at one time without inconveniencing them or the salespeople.

This is a Hillock fitted store

—one of the best equipped grocery and provision stores in Ontario. It is fitted with Hillock display counters, Arctic refrigerators and refrigerator display cases.

We can equip your store with just such live business-getting fittings made to your own specifications. Get in touch with us.



John Hillock & Co.
LIMITED
Makers of high-class refrigerators
TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.



That String of Autos

that whiz by your store every week is worth stopping at your door, Mr. Grocer!

Whether they carry tourists or the better people of your town, this trade is worth trying for—it's worth your effort to stop them. Throw up the stop signal by installing the



BOWSER
ESTABLISHED 1885

Red Sentry Gasoline Outfit

at the edge of the sidewalk in front of your store. It will stop the autoist and give you the coveted chance to get the attention of Mrs. Autoist to your windows and your goods. This is just what you have wanted. Now, Mr. Grocer, is the time to act to get this business during 1916 auto season.

We will tell you all about the **Red Sentry** on request.

S. F. Bowser & Company, Inc.

66-68 Fraser Avenue - Toronto, Can.

See page 106, describing value of sidewalk gasoline equipment of J. L. Hewson, Oakville, Ont. This is a Bowser outfit.



The ARNETT Grocery Counter

Quick Service—
More Business

ARNETT COUNTERS

Handle more customers in less time; give your customers a quick service under the most sanitary conditions. Hold your old customers and attract new. The **Arnett Counter** beautifies your store, lessens your labor, quickens your service, keeps your goods in a perfect sanitary condition and brings you right up-to-date in store equipment.

An Arnett Grocery Counter is a paying investment. Write for full description and prices.

Thomas Lewis Arnett — **Builders of High Grade Store and Office Fixtures** — **SOURIS MANITOBA**

Order Right Now!



Warm weather is now with us, so safeguard yourself and customers by purchasing a Eureka, Canada's Leading Refrigerator.

Your troubles will cease, your Ice Bills will be less, and you will wonder how you ever got along without one.

Write for Catalogue and list of names of the thousands of delighted customers now using the EUREKA.

BEWARE OF EXPERIMENTS and get the benefit of our 30 years' experience in the exclusive manufacture of our line.

Patents 1900-1910-1914.

REPRESENTATIVES — James Rutledge, 2608 Waverley St., Montreal, P.Q., James Lonergan, Charlottetown, P.E.I., W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.; Ed. Dore, 35 Caroline N., Hamilton; W. J. Armstrong, 14 Euclid Ave., London, Ont., etc., etc.

Eureka Refrigerator Company
Limited

27-31 Brock Ave. 54-56 Noble St. 21-33 Earnbridge St.

TORONTO, ONT.

A FEW

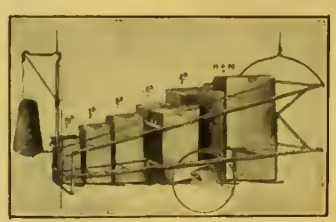
Live CRAKERJACK Fixtures
TRADE MARK

LET THEM SAVE YOU TIME, MONEY AND DRUDGERY



Engelhard Patent Show Top Fasteners

Only successful holders ever placed on market for automatically fastening show tops to boxes. A "simple twist of the wrist" makes them hold "till the cows come home." Strong, simple and durable. Thousands have been sold. Price, Postpaid, 35c per pair. Dozen pair, $3.00. You'll never again bother with nails or screw eyes after you have tried these.



"Crakerjac" Sack Rack with Take-up Twine Holder

Used in any position, upright, horizontal or fastened by side to wall. 12 compartments, holds over 1,500 bags, delivers only one at a time. Easiest filled, easiest to remove bags. No springs or clamps. Compartments numbered. Handsomely enameled. Every size from every side. No climbing to replenish bags; within arm's reach. $3.00 each, f.o.b. Sterling, Ill.

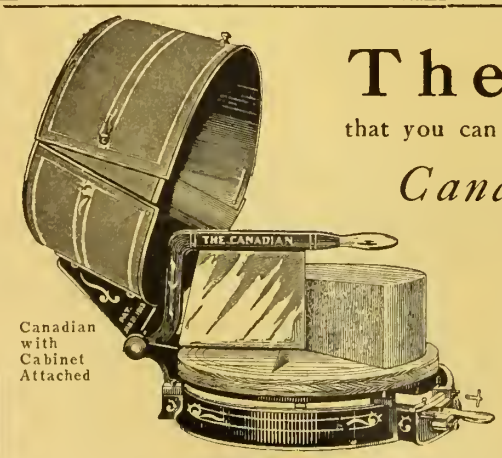


"Crakerjac" Patent Pail Covers

Best, simplest and most durable. Lids lift completely off pail when opened. Maximum display of contents, symmetrical and handsome in appearance. Patent fastener permits instant attachment to pail without nails or screws. Price 75c each; with False Bottom, $1.00 each. f.o.b. Sterling, Ill.

EVAN L. REED MFG. CO., Sterling, Ill., 604 A. St.

Makers of "Crakerjac" Sanitary Steel Slide Racks for Pickles, and other patent display fixtures



Canadian with Cabinet Attached

There is no Investment

that you can make that will pay you better profits than by investing in the

Canadian Computing Cheese Cutter

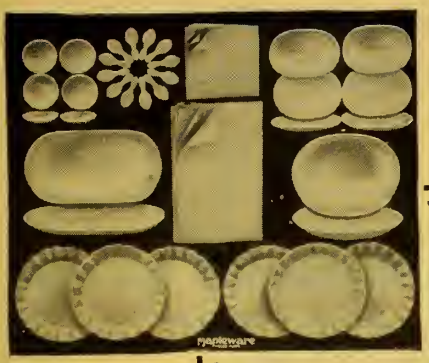
No use handling cheese unless you have a *Computing* cheese cutter and no use having a cheese cutter unless you have an *accurate* one. No use doing either unless you buy the *Canadian*.

MANUFACTURED BY

COMPUTING CHEESE CUTTER CO.

WINDSOR : : ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.



Have you placed your order for

Mapleware

TRADE MARK

Here is a 41-piece lunch set all made from wood. It retails for 35 cents, shows you a handsome profit and delights your customer.

Mapleware will speed up your sale of all lunch and picnic foods. It will bring people to your store. It is exactly what you and your trade have wanted.

Ask any Canadian Jobber or

Victoria Paper & Twine Co., Limited

Toronto Montreal Halifax

The Oval Wood Dish Company

Manufacturers

Delta, Ohio, U.S.A.



If any advertisement interests you, tear it out now and place with letters to be answered.

You can create demand by pushing the right goods at the right time



—but the goods *must* be right if you are to retain that demand, and secure the bigger profits arising from steady repeat orders.

The popularity of "Pure Gold" Products is well emphasized by the big sales which everywhere follow a display of these guaranteed lines. That they are the *right* goods to feature may be judged from the fact that first Pure Gold sales are only the ice-breakers of bigger business to follow.

A "Pure Gold" window display will increase your early summer business. The "Pure Gold" summer specialties will prove to be your best hot weather selling stock. Feature our *"Quick Chocolate Pudding"* and *"Salad Dressing Powder"*—they are entirely dependable.



Don't hesitate to recommend "Pure Gold" products to every customer. Remember—

"Pure Gold" is made up to a standard—not down to a price. Stock up to-day.

Pure Gold Mfg. Co.
Limited
Toronto

ST. LAWRENCE SUGAR

New Package and Design



The RED DIAMOND features the new design of all St. Lawrence packages. The new artistic package in red and blue makes a most attractive display in window, counter or shelf. They are now being placed on the market. Be one of the first to put in a window display of these.

Crystal Diamond lumps are brilliant and sparkling, uniform in size and dissolve quickly. They are becoming a great favorite with housewives.



There is always a big demand for a table syrup of such high-grade quality as

Crystal Diamond

You cannot go wrong in featuring this delicious table favorite. It is made from British West India Cane Sugar and comes in 2-lb. tins (cases of 2 dozen), also in barrels and one-half barrels.

St. Lawrence Sugars are made in Canada's finest and most up-to-the minute refinery, and have the quality that guarantees satisfaction to every customer, no matter how particular she may be.



St. Lawrence Sugars are made by Canadian workmen with Canadian Capital for Canadian people.

Support Canadian enterprise by Specializing on St. Lawrence—the sugar that has proven itself 100% pure cane.

Order from your wholesaler.



St. Lawrence Sugar Refineries

MONTREAL

Modern Equipment
Scientific Chemists
Skilled Workmen

are making



The Finest in America

Ask particulars from your jobber
or write direct to

The Dominion Match Co., Limited
Toronto, Canada

Camping Days

are coming

and bringing with them an increased demand for the old reliable

Borden Milk Products

The first thought of the prospective camper or picknicker is of something good to drink, something that is easily carried and easy to prepare. Here is a big opportunity for the wide-awake grocer to suggest Borden suitability in window trims and counter displays. Borden Products are refreshing and nourishing whether made right on the spot or previously prepared and carried in a Thermos bottle.

While there is no regular selling season for the Borden lines, the summer is particularly suitable for pushing their sales. Why not prepare now to secure a big share of the profitable summer demand by featuring these high-grade Canadian-made milk products.

Three generations have endorsed their incomparable purity and delicious goodness. Every Borden line is a line worth while. Stock up to-day.



If any advertisement interests you, tear it out now and place with letters to be answered.

TEA

Ceylons, Indians, Japans, Chinas, Formosas

AT FIRST-HAND COSTS

Specially selected for the Canadian Trade. Large selection from Stock or Afloat Teas.

IMPORT ORDERS A SPECIALTY

Write for samples and quotations, or send us your samples to match. We are Tea Experts with over 40 years' successful trading with Canadian Merchants.

John Duncan & Co.

ESTABLISHED 1866

MONTREAL

Welch's

"The National Drink"

Welch's is the Pure, Unfermented Juice of Ontario's Choicest Concords. It is rapidly increasing in favor with the Canadian public.

We have *now* delivered and billed as much as we sold in all of 1915; and the summer season is just at hand.

Order today of your jobber

NET PRICES TO RETAILERS:

	Lots of One or more cases	Less than one case
50c size (1 doz. to case)	$4.50 a case	—
25c size (2 doz. to case)	$4.60 a case	$2.40 a doz.
10c size (6 doz. to case)	$5.00 a case	85c a doz.
Fountain (8 bot. to case)	$5.00 a case	65c a doz.

Terms: 30 Days Net, No Discount for Prepayment.

THE WELCH COMPANY, LIMITED
ST. CATHARINES, ONTARIO



Sanitary Welch Factory St. Catharines, Ont.

DA COSTA & CO'S

Barbados Extra Fancy

MOLASSES

Noted for its purity, high quality and delightful flavor.

Take no chances on other brands said to be just as good, but insist upon having

DA COSTA'S

the brand of proved quality. The price is no higher than for other brands.

TO THE WHOLESALE TRADE ONLY

WEST INDIA COMPANY, LIMITED

CORISTINE BUILDING
MONTREAL

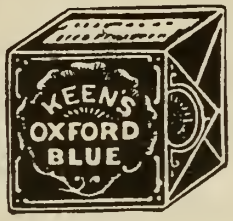
We represent the chief business houses of Demerara, Barbados, Trinidad, Jamaica, Antigua, St. Lucia, Grenada and other West India Islands.
We solicit orders and inquiries for all descriptions of West India Produce.

SUGARS, MOLASSES, SPICES,

COCOA, COFFEE, COCOANUTS, Etc.

We also beg to call attention to our *EUROPEAN DEPARTMENT*, which is in close touch, through our Liverpool House, with all English, Continental and Asiatic markets. We can usually quote attractive prices on WALNUTS, PEANUTS, and all nuts for Confectionery purposes, and grocery specialties of all kinds.
We solicit inquiries for any articles you want from Europe or East Indies, and if there is any special article you require for your trade, please ask us about same.

KEEN'S OXFORD BLUE



Spring-cleaning time is here and that means that everyone of your customers will want—*Keen's Oxford Blue.*
See that you have plenty in stock so as not to disappoint.
There is no other Blue as good as—*Keen's Oxford Blue.*

Magor, Son *and* Company, Limited
403 St. Paul St. West, MONTREAL 30 Church Street, TORONTO
Agents for the Dominion of Canada

Your regular customers will thank you for introducing them to

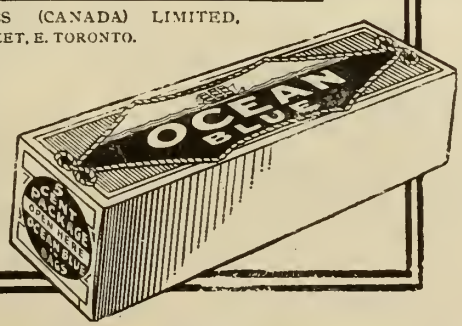
OCEAN BLUE

It's quality appeals strongly to those from whom you expect to draw the great proportion of your trade.

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED,
33 FRONT STREET, E. TORONTO.

Western Agents: For Manitoba: O. F. Lightcap, Winnipeg. For British Columbia and Yukon: Creeden & Avery, Rooms 5 and 6 Jones Block, 407 Hastings Street, West, Vancouver





If any advertisement interests you, tear it out now and place with letters to be answered.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality
—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

GORDON McDONALD & CO.

having had their operations largely curtailed through the prohibition of many of the lines they used to handle, and also owing to their inability to get any goods from the Continent, are now open to handle fresh lines in Great Britain and Ireland.

They have 32 salesmen working from Aberdeen, in the North of Scotland, to Plymouth in the South of England, 4 men in Ireland, and 2 men working the export trade in London.

They are open to handle any kind of foodstuffs, confectionery, or any article of domestic use, and will either sell on a commission basis or buy the goods right out for their own account.

References can be given to large Canadian manufacturers with whom they are already doing business.

Cables: "DONABLE," LONDON

GORDON McDONALD & CO.

13, Northumberland Alley, Fenchurch St., London, E.C.

Manufacturers' Agents and Grocery Jobbers

RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO ~ MONTREAL
WINNIPEG ~ VANCOUVER.



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.



No other coffee will give your customers

so much real satisfaction with so little trouble as

SYMINGTON'S
Reg'd Trade Mark
COFFEE ESSENCE

Stock it regularly—they will buy it regularly. Ensures good profits and quick sales. Ask your wholesaler for list to-day.

THOS. SYMINGTON & CO.,
Edinburgh and London

Agents: Ontario—Messrs. W. B. Bayley & Co., Toronto., Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.



40 Cups from one bottle

Gelinglass

The most modern and improved form of gelatine; melts instantaneously in cold water.

No Waste. *Transparent*
No Soaking. *Packed in One Pound Cartons* *as Crystal.*

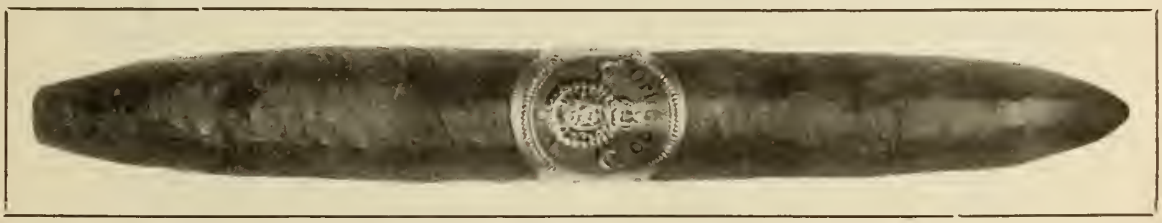
Place a trial order through your supply house, or a postal will bring a generous sample.

Notice to Wholesale Grocers:—Write us for particulars of our wholesale proposition and quotations. Be prepared to supply the retail demand.

Manufactured by

B. Cannon & Co., Ltd.
Lincoln, England.

Board of Trade Bldg., Toronto



ORLANDO
(INVINCIBLE)

THE GROCERS' OPPORTUNITY

Grocers, especially in the "Dry" Provinces, should turn their attention to the expansion of their Tobacco and Cigar Business.

WEBSTER'S ORLANDO (Invincible) and WEBSTER'S CLEAR HAVANAS (in 14 sizes) are the particular goods with which expansion is assured. They are popular.

A Word to the Retailer
If your jobber does not carry these lines, write us direct.

W. R. WEBSTER & COMPANY, LIMITED
SHERBROOKE, CANADA



Unvarying Excellence

That is the reputation possessed today by Connors Bros. High Class Sea Foods — a reputation obtained after many years of scientific effort towards the perfecting of a line of appetizing and wholesome sea foods. Today our plant is the most modern on the Atlantic Coast, equipped with the very latest and most up-to-date machinery, and manned by the most expert workmen. Its ideal location (right beside the fishing ground at Passamaquoddy Bay) enables us to secure the very pick of the seasons' catches. Every precaution is taken in processing and packing the fish. Nothing whatever is left to chance, hence —

We have the goods and the reputation.

Our aim has always been to co-operate with the dealer, and to give the consumer a superior sea food at a moderate price. That we have succeeded is proved by the enormous and constantly growing demand which is a feature of Brunswick Brand Lines.

Replenish your depleted Lenten stock with a supply of BRUNSWICK BRAND SEA FOODS. Their quality will bring you year round fish sales.

Connors Bros. Ltd., Black's Harbor, N.B.

If any advertisement interests you, tear it out now and place with letters to be answered.



Packers and Canners feature Anchor Caps in their advertising.

Taylor & Pringle, pickle manufacturers, use this phrase in their advertisements in The Canadian Grocer: "Anchor Cap closures eliminate risk of spoilation or spilling, keeping contents fresh and sweet."

The T. A. Lytle Co., Ltd., Toronto, say in their advertisement to the trade: "Each bottle sealed with Anchor Caps, insuring against loss through spilling, imperfect sealing, etc."

Suitable for all styles of containers and all varieties of food products, and are lacquered with special acid-resisting lacquer. They are an absolute necessity for all who desire to present their goods in the most attractive and sanitary way.

Let us prove it to you in your own factory.

Anchor Cap & Closure Corporation of Canada, Limited

SUDBURY ST. WEST (FOOT OF DOVERCOURT RD.), TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

MADE IN CANADA

Knowing Dealers take delight in recommending and selling Century Table Salt



Because they know it is pure and fills all Household Requirements

FROM TOP TO BOTTOM of every barrel or bag of CENTURY SALT you will find the same uniformity of pure white crystals, refined with the greatest care under the strictest sanitary conditions. The salt for table or dairy that is a credit to the dealer who sells this dependable make

Sifto Table Salt is Always Dry



Refined and Purified for the table

THE DOMINION SALT COMPANY, Limited

MANUFACTURERS AND SHIPPERS

SARNIA - - - - ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.



The Tea with the "want more" flavor

—the palate tickling, lingering flavor that comes only from expertly selected, first-crop leaf.

BOUQUET TEA

This high-grade tea is produced and packed in Sunny Japan, and its sweet, rich qualities appeal irresistibly to all lovers of good tea. Hence the demand for "Bouquet" is ever-increasing—initial sales are always followed by a steady run of repeat orders.

"Bouquet" quality does it. Begin to feature Bouquet now for bigger and better tea sales.

☛ *Ask for samples and quotations.*

☛ *IMPORTATION ORDERS NOW BEING PLACED.*

KEARNEY BROS., LIMITED

WHOLESALE TEA AND COFFEE MERCHANTS

33 St. Peter St. ESTABLISHED 1874 **Montreal**

WAGSTAFFES'

Pure Strawberry, Raspberry, Black Currant, Marmalade,

are de Luxe



See to your stocks, Mr. Grocer.

New Season's will be dearer.

WAGSTAFFES' THE BEST

WAGSTAFFE LIMITED

HAMILTON, CANADA

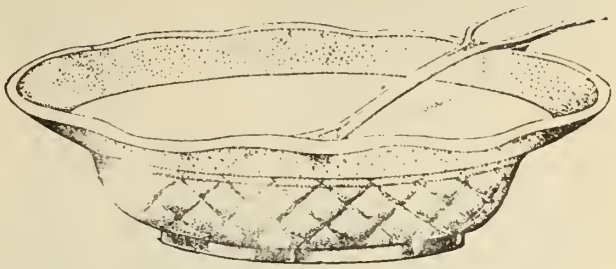


The Perfect

CUSTARD

RICH, CREAMY and WHOLESOME

(Different to ordinary custards)



We have discovered the secret of making a most perfect and delicious Custard, of exquisite flavor, and decidedly wholesome and nutritious.

We are aiming to place our New Cream Custard in every Home in Canada, and we therefore solicit the co-operation of every Retail and Wholesale Grocer. (Send for samples and prices).

THE HARRY HORNE CO., TORONTO

Sole Manufacturers



H.H. TONIC HEALTH SALT

NEWEST, PUREST, & BEST OF ALL.

93,000 Tins sold during the first 11 weeks. The trade all over Canada are highly pleased with the superior quality Health Salt we are packing, and the handsome tins and cartons in which we pack H.H.

Our factory is equipped with every modern facility which is necessary to produce a most perfect Health Salt. (Every package bearing our name is guaranteed). If you are not handling H.H., write us to-day for sample and price.

Wholesale distributors wanted in all parts of Canada.

THE HARRY HORNE CO., TORONTO

Sole Manufacturers



FOR BREAKFAST

No finer dish on earth—than

a Holland Rusk served with Cream. It is delicious, and its food value is great—in fact, away above the average. Holland Rusks is not a baby food (although it is most excellent for Children).

It is a food fit for the consumption of Kings and Queens and the best people in our country.

We will be pleased to mail you a Book illustrating 20 different ways it may be used and served.

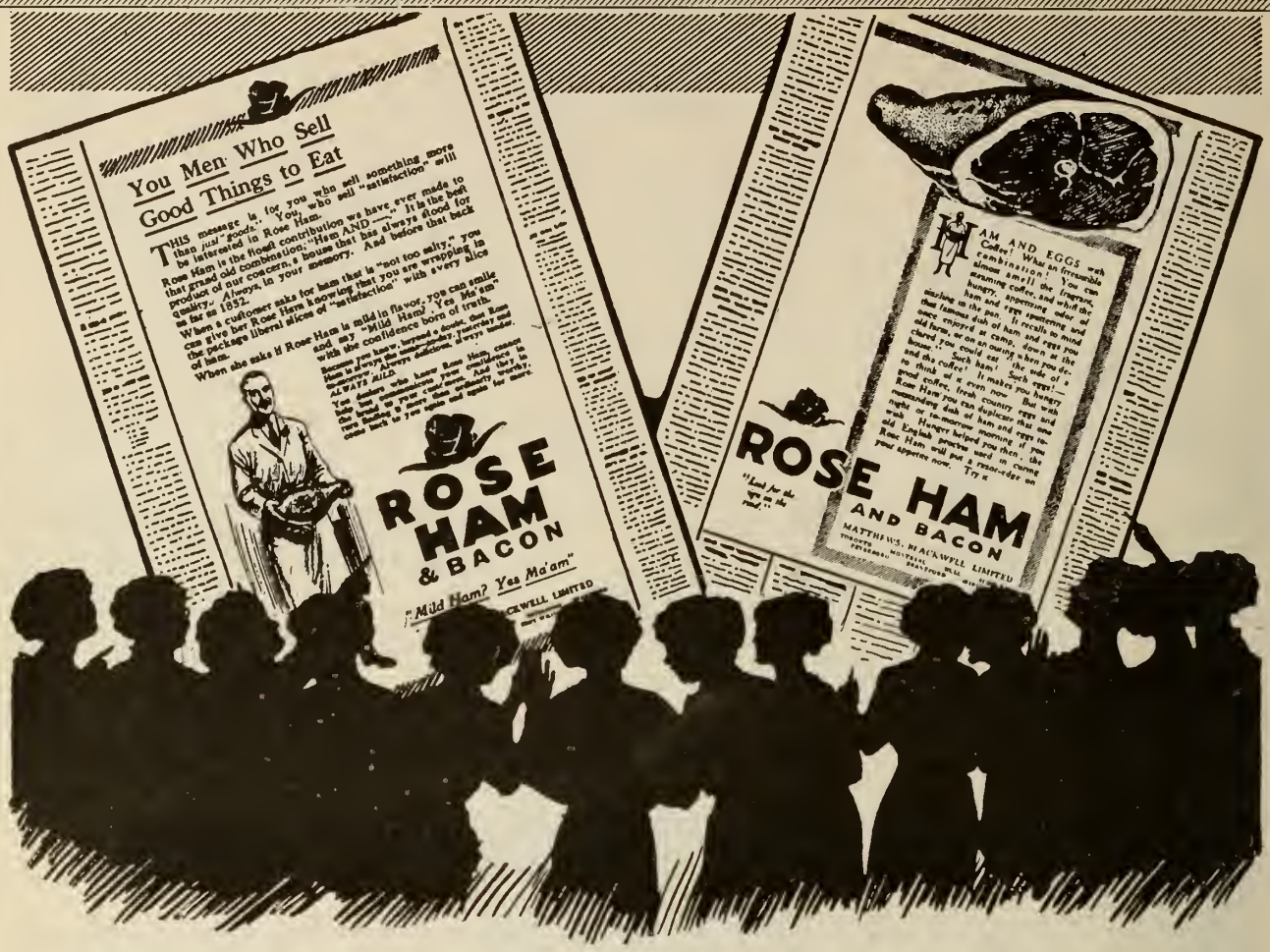
Place a display on your Counter in view of your best Customers. The Rusks will sell themselves if you will only let the people know you have them.



MADE AT HOLLAND, MICHIGAN, BY THE HOLLAND RUSK CO.

MR. GROCER, if your wholesaler cannot supply you, write to our sales agents, THE HARRY HORNE CO., TORONTO, and a supply will go forward without delay or fuss.

If any advertisement interests you, tear it out now and place with letters to be answered.



The women are looking for the Rose Brand sign on the rind

and as we continue to advertise, the stronger will be your reason for selling Rose Brand Ham and Bacon, and the more it will pay you to get back of this line and push.

You will have calls for Rose Brand Bacon, so don't wait and have to say, "Madam, I don't handle Rose Brand," but put in a stock now and see how quickly the news spreads and your sales increase. Back of the mild, full flavor of Rose Brand Ham and Bacon is the English curing process which gives Rose products that tender, juicy texture, crisp and appetizing.

With our distributing points centrally located, we can guarantee a service that is second to none.

Place your trial order to-day.

ROSE HAM AND BACON

MATTHEWS-BLACKWELL, LIMITED

TORONTO MONTREAL HULL PETERBORO BRANTFORD
WINNIPEG SYDNEY, C.B. FORT WILLIAM SUDBURY

If any advertisement interests you, tear it out now and place with letters to be answered.

A bit of inside tea history

What has become of the other package teas?

It was a very usual thing a few years ago in Ontario to find very many different lines of package teas on grocers' shelves. In many stores eight and ten of them, but to-day it is rather unusual to find more than two, *and Red Rose is always one of those two*, and since Red Rose came on the market, scores of package teas have come and gone.

Why?

Well, in the first place, there have been during those years a good many market changes, unfortunately mostly advances, giving a very great temptation to reduce quality to save profits.

For twenty-two years, and especially during the past year and a half of war conditions, the most trying of them all, we have steadily maintained the same high standard of quality which we put into the first packages bearing the Red Rose Tea label.

Could anything more clearly demonstrate the value of the "Quality First" principle in business than the leading position Red Rose holds in the tea trade to-day?

You will find the Red Rose quality will be appreciated by your customers.

Red Rose Tea

"is good tea"

A MESSAGE

to the

Merchants of Northern Ontario

THE Young Company, Limited, Wholesale Grocers and Importers, with warehouses at North Bay, Sudbury and Sault Ste. Marie, offer you liberal treatment, carry complete stocks and can give you a service more prompt than can be had elsewhere.

We solicit your business because of these good reasons and believe, in these times of tight money, that you will be interested.

Send us a trial order to our nearest warehouse and we shall demonstrate these facts to you.

The Young Company, Limited

North Bay Sudbury Sault Ste. Marie

If any advertisement interests you, tear it out now and place with letters to be answered.

SPRING AND SUMMER SALES NUMBER

CANADIAN GROCER

VOL. XXX TORONTO, APRIL 28, 1916 No. 17

THE 1916 FARM OUTLOOK

By F. M. Chapman, Editor, The Farmer's Magazine.

PREDICTING farm prices even with the most favorable prospects, is a rather risky business.

That prices for farm products in Canada during 1916 are going to be high, is a fairly safe prediction, even with the indefiniteness and uncertainty of war clouds over the whole of the main producing countries of the world.

And Canada stands in the gateway of opportunity. Let us look at some present time facts.

Wheat, cattle, hogs, dairy products, poultry products, potatoes, fruit, hay and horses are the main sources of our wealth. What about these?

Cattle are selling high and are in big demand. Buyers of beef cattle are paying 9 cents at many country points. It is reported from the United States that the situation is equally strong. Rumor has it that 1,000 distillery cattle have been contracted for in Toronto by a Kansas City firm at nine cents for June delivery.

In dairy lines there never was a firmer tone or a more prosperous outlook. Cheese, butter and milk are rising in price, instead of following the usual summer drop. Pure bred herd sales bring good figures. Milk cows are scarce. Last year was the best ever known here for cheesemakers, and that this year will surpass it, is the undertone among all dairymen.

"I would advise," says W. A. Brown, of the Poultry Division of the Federal Live Stock Branch, "every farmer to set every egg he can spare. There never was so phenomenal a situation in Canadian egg business. One thousand carloads of United States eggs were re-shipped through Canada last year. New Ontario, for the first time in its history, shipped many carloads to the Old Country. Prices now are on the rise, and it is likely that the Dominion will find a market at good prices for all she can produce."

In wheat and field products the situation looks equally good. An astounding index of the grain situation can be inferred from the fact that the U. S. surplus of wheat is nearly all already contracted for. The lessened yields in Canada because of the shortage of labor and lack of summer-fallow preparations last year will make prices spread, even still more, although there should go over 150 millions of our crops into this year's supplies.

On the whole the prospects for the Canadian farmer never were brighter. The war is almost certain to last throughout the year, but even if it does not, the nations will be on a war-footing for that time, and the demand for Canadian farm products must be insistent in the sheer force of world supply and demand and the policy of the allied nations. Farmers will be justified in making every effort to increase production.

CANADIAN PROSPERITY ON A SOUND BASIS

By John Appleton, Editor Financial Post.

FOR some reason or other, not quite obvious, outsiders seem to have the impression that Canada should be suffering at the present time, and not prosperous. No other reason for this impression exists than the fact that Canada is at war. It does not seem to dawn across the perceptive faculties of some of our neighbors to the south of the line that Canada is not Belgium, Servia, or even Germany. She is at war along with other

nations of the Empire and will no doubt be at war until the central powers of Europe are vanquished. But Canada happens to have the very resources that are most needed for the maintenance of the Allies' cause. Her great crops are needed as food supply not only in the United States, but in France, Italy, and elsewhere. Her industrial plant was turned to effective account. Shells were produced as rapidly as the more highly developed and older-established plants in England could produce them.

In addition, therefore, to the great resources of food which Canada has to place at the service of the Allies, she also has the output of splendidly organized munition plants. The wealth outturn of her industries and of her fields has therefore brought about in Canada a state of prosperity that is very exceptional, despite her having sent to the front approximately 200,000 men.

These facts are referred to, not as indicating what business is going to be like during the next twelve months or beyond that period, but to indicate that there is a sound basis for prevailing prosperity. What Canada is spending in maintaining her expeditionary forces is being more than compensated for by the added value the circumstance of war has given to her products. If we give Canada her real place amongst the nations from a business standpoint, we will see at once that she is not at all abnormal in being prosperous. For instance, take Japan, one of the least active of the belligerents, who nevertheless did her share in fighting the central powers. She took the initial step to oust Germany out of China. From a commercial standpoint that was a great achievement. But her outlay in proportion to her resources has not been as great as that of Canada. But Canada has greater food resources than Japan.

A YEAR OF OPPORTUNITY

By the Editor Canadian Grocer.

WHAT has been written above by the editors of The Farmer's Magazine and The Financial Post—two men who are very closely in touch with the farming and business conditions in Canada—bears a distinct message to every grocer and general merchant thonghout the Dominion. As the grocery trade to-day knows, business in Canada has been particularly good ever since last year's drop began to reach the market. The reason for this, of course, was that prices for farm produce, live stock, etc., have been unusually high on account of the enormous demand for our products from Great Britain and other European countries. This started a big circulation of money through the farming districts which gradually oozed up through retail and wholesale channels to manufacturers, and has meant good business for the grocery trade of Canada.

But what is the outlook for the future?

The answer to this question is given above, so far as an answer can be given at the present time. The editor of The Farmer's Magazine forecasts that in 1916 we are going to see a continuance of the high prices of grains and everything the farmer has to sell. When the farmer is prosperous the country is usually prosperous. This is particularly true of the Western Canadian provinces, as agriculture there is the foundation stone of business. The editor of The Financial Post goes into the reason why Canada is prosperous, despite the fact that as an integral part of the British Empire we are to-day engaged in a great war.

Nothing better could be presented to indicate to our readers the future prospects of the grocery trade in Canada. However, as in the past, merchants will achieve the greatest measure of success who aggressively go after business. It requires an enthusiastic sales force, enthusiasm in doing business generally, modern methods in merchandising, careful buying and careful accounting, to be favored with the patronage of an appreciative consuming public. Canadian Grocer is published to provide the merchant with the very ammunition he desires to make the most out of his opportunities. That is the keynote of this, the Annual Spring and Sales Number of 1916. This issue, for instance, is practically edited by readers from coast to coast who have co-operated with us in presenting the trade with methods and suggestions that will help the merchant to seize opportunities that lie in his path. Canada has been very prosperous. This prosperity, as far as we can see to-day, is going to continue, at least to the end of this year—and likely for years to come—so the aggressive dealer has a big chance for a splendid 1916 business.

Summer-Home Trade Via Father

Solving the Problem of the Disappearing Hot Month Business—How Montreal Dealer Goes After This Trade—Semi-Luxuries Featured—Fruits and Vegetables Used by Many To Fill The Void



Where head of the household can be reached every day. Summer-home trade of city customers should not be entirely lost.

Especially written for Canadian Grocer Spring Number

MERCHANTS in large cities are beginning to feel more and more the loss of trade due to their customers spending three and four months of the year at their country homes. Within a hundred miles of both Toronto and Montreal, there are resorts and lakes and hills which tempt people away from the noise, smoke and heat of the city. The exodus is heavy, and those grocers who enjoy a residential trade, are heavy losers thereby.

The loss was particularly heavy last year, partly because the exodus was big, and partly because no merchant could afford to lose patronage at a time when buying in many luxury lines has been curtailed. There is no doubt that some failures were caused last year by the above cause, and many a city grocer only just managed to pull through.

Another fact which made it specially hard was that people who go to the country in summer are of the wealthier class. Their trade counts for a great deal, and they are people, moreover, who usually demand credit. Furthermore, there are some among them who do not scruple to go away for a three months residence in the country, leaving the grocer to carry the burden of their purchases made early in the year. The writer knows one Montreal grocer who gave a big sigh of relief when one of his customers came into his store during September last year, and settled his account for $45. He said he had overlooked it, and asked the grocer not to mention it to his wife, who had that week arrived home with the family. No doubt the wife thought this bill had been paid at the time they left the city.

The loss of this business every summer is being felt more every year, and many merchants are looking about for ways and means of checking this serious leak. One grocer alone declares that two hundred customers, the cream of his trade, went away last year for periods varying from one to four months. He is of the opinion that many women are tempted to take their families to the country for economy's sake, apart from the fact that it is healthier, once in the country, the children are able to wander about in old clothes, not "togged" up as they would be in the city.

A merchant who has suffered severely from this cause told the writer that if he had not taken effective measures to keep in touch with this business, it would have been necessary for him to dismiss several of his clerks during the summer months. The only days on which they did any business of any account were Friday and Saturday, and of the latter it was customary during the summer to close the store at six o'clock. On the other days, the clerks were kept fairly busy, filling orders for their country customers, and packing crates.

Father Made Use Of

It often happens that, even though the family is away, the husband and father must remain in the city. It has been found that he can be used as an effective channel for keeping in touch with the family. The system of sending groceries to the country resorts via father is very simple. If the mother of the house takes care to make out a list, father can phone this to the grocer, who has the crate ready for the hour at which his train departs. The grocer tags it, care of the baggage master, with hour of train, and the number of father's ticket. He need not bother about the parcel, for the baggage master looks after it. He will find it on the platform when he reaches his destination.

It is customary in this business to use crates so that air can circulate freely. Where boxes are used, it is necessary to fill them freely with holes. Parcels are carried by the railways free of charge up to twenty-five pounds. Breakages are infrequent, as the average grocer knows how to pack his goods.

It has been found that, where business is done of this kind, it is mostly along the lines of fancy goods: in fact, the demand is for lines which cannot be purchased at the country store. Judging by the heavy demand for pickles, olives, salad dressings, jams, etc., from the city stores during the summer holidays, it would pay some of the country stores to invest a little money in specialties, as the sole reason why this business comes to the city is because these lines are not always stocked in the country stores. If they were, it is probable that visitors might prefer to buy them right there.

Some of the largest stores in the residential districts of Montreal admit that as far as the grocery business is concerned, they might as well close up shop during the months of June, July and August. There is a sideline which comes in handy at this time, and is their salvation. It is pushed for all it is worth: reference is made to the fruit business. Some of the grocery stores of the large cities make the recognized fruit and vegetable stores look like ten cents while the season is on. They go after the business systematically, buying with good judgment, and selling at big profits where they can.



W. J. Cherney's store in Windsor, Ont. This shows grocery department on right, with the patented pivoted bins, the rest chairs and tables, confectionery department, and fruit and vegetables in centre, and chinaware at rear

Cherney Methods For The

Windsor, Ont., Grocer Tells How He Has Arranged His Various Departments to Get Most Out Soaps, Chinaware, Cake, Confectionery, Fruits and Vegetables, as Goods Bought and Store Cleanliness—Three Windows Always

Written from special interview by

WHAT CHERNEY SAYS ABOUT THINGS

I believe in selling only goods that I know to be pure and wholesome.

You can't run a sanitary store without dust and dirt-proof fixtures for goods.

One motor delivery does as much work as three horses and wagons.

The goods must be shown to be sold.

We could not get along at all now without our meat slicer.

The adding machine is certainly a great help to us.

We know every night just where the business stands.

WESTERN Ontario has some very fine grocery stores. Among these must be classed that of W. J. Cherney, a large grocer and provision dealer in Windsor.

Any of the older heads in business looking back of the past decade or two will see a great contrast between the general run of grocery store of the days gone by and those of the present time. Mr. Cherney when he moved into his present store, more than a year or so ago, found himself in an establishment, the very appearance of which was an actual salesman of great power and scope and that is to-day a living testimonial of the modern ideas he holds on the operation of a successful grocery store. Mr. Cherney was his own architect. His plans were all made by himself so that he got exactly what he wanted. No adequate description of the Cherney store could be given without the assistance of illustration. Herewith therefore are views of the interior, showing its general character but not altogether doing justice to the general appearance and the inviting and refined character of the establishment, as it actually is.

Revenue from Many Departments

In the first place the Cherney store contains a great many departments, each of which adds its quota to the large turnover which is close on the six figure mark. The departments include the following: Cigar and tobacco, toilet soap, grocery department, confectionery, fruit and vegetable, china ware and crockery, bread and pastry, meat department and lastly dairy department including butter, milk, cheese, etc.

This means that in the Cherney store the housewife can be supplied with practically everything she may desire for the table.

His fixtures include a large number



The meat department of the Cherney Store is presented here. Since this picture was taken, cakes and pastry take the place of the chinaware near the front. There is a butter and cheese counter and refrigeator to the rear.

Building Up of a Big Business

of Them—Places Great Dependence on Fixtures and Equipment — Features Cigars, Toilet Well as Groceries and Meats—Great Stress Laid Upon Purity of Bringing in Business—A Big Turnover Attained.

Canadian Grocer representative.

of the modern devices that assist in the display of goods, that exist for convenience of the salestaff, and for giving service to the customer. There are silent salesmen, patented pivoted bins, computing scales, electrically-driven coffee grinder, adding machine, . rest tables, meat chopper, meat slicer, refrigerators, biscuit display case, display tables for crockery, display stands for olives, etc.

Cigar Case Gets Business

"One of our chief methods of getting business," stated Mr. Cherney to Canadian Grocer representative, "is by showing the goods attractively in attractive surroundings. For instance note that cigar case just inside the door; it is kept there so that it will attract the attention of the men. It is useless to put a cigar case to the rear of the store, for the men will not walk that distance. The women are the chief buyers and of course when they come in they always like to look around the entire store and see if there is anything they might require. But it is different with the men. Therefore the cigar department should be at the front of the store. We do quite an extensive business in cigars, tobacco, etc., because we aim to sell good quality.

One of our chief selling seasons is, of course, prior to Christmas, but since the war started we have been doing a good business the year round in small boxes of cigars. Customers buy these for relatives and friends at the front, and we make quite a feature of them. While, of course with the coming of prohibition there will undoubtedly be more cigars sold by grocers and general stores as well as exclusive cigar and tobacco dealers, in the larger centres the grocery trade may not feel the benefit so much as those in the smaller places in view of the fact that we close early and have competition from so many exclusive cigar stores. However, I believe prohibition movement

FIXTURES AND EQUIPMENT IN THE CHERNEY STORE

Pivoted Bins;
Silent Salesmen;
Computing Scales;
Meat Slicer;
Meat Chopper;
Coffee Grinder;
Cigar Case with Humidor;
Two Refrigerators;
Rest Chairs and Tables;
Biscuit Display Cases;
Two Motor Deliveries;
Adding Machine;
Cash Register;
Vegetable Counters;
Biscuit Case.

is going to stimulate cigar sales to a greater extent in all grocery and general stores, where they are handled and handled properly."

How Humidor Operates

In explaining his cigar case, Mr. Cherney pulled out a slide in which was arranged a permanent humidor. The case is made by a large manufacturer of store fixtures. In this slide is a shallow galvanized pan. This pan holds a pad that is kept well soaked in water which evaporates and permeates through the silent salesman. The floor of the silent salesman is made of slats so that the moisture can get up through it. This keeps the cigars and tobacco in the proper moist condition, appreciated by smokers.

Tests All Goods Himself

The grocery department is fitted out with pivoted bins for holding and displaying various lines of goods. These bins are arranged beneath the shelving and in the back of the counter. Mr. Cherney installed them because as he says, he is particular about the quality and cleanliness of the goods he sells to his customers. "A doctor was discussing the matter of stomach trouble with me some time ago," he said, "and made the point that if people would only stop to see from where they purchase their food stuffs there would be less illness among them. I have applied that to my own business, and as I am very particular myself about the goods that come into my home, I am even more particular about the goods I sell to others. All goods coming into my store I test personally and examine them to see if they will suit my trade. If they are not of the proper quality and character back they go. Those pivoted bins are dust and dirt proof, and help wonderfully in keeping the goods in good condition. In fact I would not be able to run a sanitary store without them. These bins, together with the arrangement of the goods on the shelves and the attractive displays on the counter are the chief features of the grocery department, and apart from personal salesmanship and probably window displays are the greatest help in selling the goods.

"I am always particular too, about the floor. You can come into the store at any time and you will never see any goods piled on the floor neither are there any boxes or barrels to mar the appearance of it. If goods are left on the floor they are subject to dust and dirt and other contamination which very often makes them unfit for human consumption."

Handy Tables for Summer

"I note you have a number of rest tables, Mr. Cherney," observed Canadian Grocer representative.

"Yes, and I believe they are of great advantage to me," he replied. "These tables come in very handy, particularly in the summer season. We always keep a pitcher of water and a glass on each table and a chair or two beside them. This gives the tired shopper a chance to refresh herself; and also they are frequently used by friends of our customers who come in with them on shopping tours. The rest tables and chairs also account for the slogan which many Windsor women use—'Meet me at Cherney's.' They know when they come here they can sit down and have a short rest before resuming their shopping operations among the dry goods stores. Occasionally we show on these tables a few samples of fancy biscuits, bottles of maple syrup, etc., which get their attention and result in sales."

Toilet Soaps In Silent Salesman

One of the silent salesmen in the grocery department is devoted to display of toilet soaps. The proprietor points out that this results in a great many sales. Women naturally visit the grocery store more frequently than the drug store and they, therefore, have a splendid opportunity of purchasing toilet soaps if they are displayed prominently. This merchant does considerable business in this line during the year.

The centre of the store is devoted to confectionery and fruit and vegetables. From the layout it will be seen that there is a silent salesman for confectionery across the front of the centre row of counters. Back of this are two other confectionery silent salesmen, and then come the fruit and vegetables. Naturally a large business is done in confectionery in this store as the displays are large, attractively arranged and high class goods are carried. And as the Cherney clientele includes a large number of the best families in Windsor, he is able to make a considerable turnover in this line. The tops of the silent salesmen as well as the interiors are nicely trimmed with boxes of candy.

A feature of the vegetable counter is the fact that there are a number of shallow boxes for showing vegetables which can be lifted out of their place and washed and cleaned at any time.

Meat Slicer Is Necessary

The meat department which includes both fresh and cured meats is, next to the grocery, the chief department in the Cherney store. The turnover in provisions is quite large every year because of the up-to-date way in which the department is handled. There is a meat slicer on the counter which Mr. Cherney says they could not get along without. It helps serve the customers with bacon and cooked ham, etc., the way they want it. There is also a large refrigerator built in behind the meat department.

Back of this is a special counter for butter, cheese, etc., with a smaller refrigerator back of it and a computing scale on it.

Large Display of Chinaware

The rear of the store is taken up with the crockery department. Chinaware and crockery, etc., are displayed along shelves across the rear as well as on a number of tables in front of these shelves and also on a few tables between the fruit and vegetable and the meat department. The whole store is laid out with the idea of showing the maximum amount of goods and getting the maximum attention from those who enter it.

The windows in this store are always carefully arranged. They are artistically trimmed and actually bring the people in from the street for the goods shown in them. This is the chief test of a good window and, therefore, the Cherney windows are good ones.

Knows Daily Extent of Business

The same care is exercised in looking after the management of the business as in the selling of the goods. Every article that comes into the store, for instance, is checked over with the invoice to see whether it is correct or not. If there is any shortage, or the goods are not what they were represented, they go back.

"We can tell every night," said Mr. Cherney, in referring to how he kept track of his business, "just exactly what the business was in both cash and credit and the amount received on account. We keep close tab on expenses in various lines and even a paper is charged up to me if I take the money from the till at any time. I cannot get anything any more than one of my clerks without paying for it. The goods that go to my house are all charged against me. If I take a cigar from a box it is charged against me. This helps to keep everything in proper shape so that at the end of the year we are not going to be worse off than we expect. An adding machine has been installed in the office, and this is another part of the equipment that we could not very well get along without."

Mr. Cherney has been in the grocery business between 23 and 24 years. He has always had a large turnover, but in view of his methods described above no one will be surprised to know that he has greatly increased his turnover. Today it is close on to the six figure mark. He attributes this development to quality goods, attractive displays, cleanliness in the store, courtesy to the customers, good service, and good salesmen.



The Hudson Bay Co., Calgary, Alta., as will be seen from this illustration, has a most attractive grocery department. Observe the counter fixtures for display purposes.

Good Counter Trims Business Getter

How the Hudson Bay Co., Calgary, Alta., Arrange Unit Display That Every Customer Must See and Appreciate—Use Circular and Square Stands for Showing Goods in Pyramid Form

THE accompanying illustration shows a most attractive arrangement of grocery lines on the shelves and counters. This is an interior view of the large Hudson's Bay Co.'s grocery department in Calgary, Alta. A glance at this picture illustrates why goods that are attractively displayed are easily sold. On the counter at the right hand is a neat arrangement of olive oil with the bottles piled in pyramid form on a pyramid shaped fixture. It can be quite readily understood why such a display would sell olive oil. Then near the computing scale in the centre of the counter is a somewhat similar shaped but smaller display of pickles. Every customer who stops at the counter in front of such a display, cannot fail to see it, and it is an easy matter for one of the sales staff to pick up a bottle of the pickles and suggest it to the customer. This is how a great many sales are made in the Hudson's Bay store.

Farther on is a display of jam in bottles also in pyramid form towards the end of the counter near the cash register. Beyond this again is a neat arrangement of cereal foods, bottles of catsup, fruit, etc., and at the end of the counter is an attractive display of dried fruit. The shelving too, is most neatly arranged and the space at the top of the shelving is made good use of by displays of canned asparagus, jam, fancy biscuits, canned vegetables, etc.

Arrangement of goods in this or similar ways is bound to secure a great deal more business during the summer season. Many luxuries like a number of lines shown are always appealing and because they carry with them a fairly good percentage of profit they are most attractive lines to sell from the standpoint of the retailer.

CANADIAN GROCER

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THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, *President.*
H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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THERE IS MONEY IN THIS ISSUE

IN several issues recently we have been telling the trade about the practical character of this, the Annual Spring and Summer Sales issue.

Here it is for your inspection.

Our editorial men have traveled many miles to get in touch with various retailers for the purpose of probing their methods of doing business, their ideas for business development, the little kinks and knacks they have in use for increasing sales in some particular line, or for giving a better service to their customers. The pages before and following are brimful of these methods and ideas. Their chief value to subscribers is that they come direct from retailers in business, and are therefore of the highest practical value. No business article has gone into this issue of a theoretic or "arm-chair" variety. That is not a part of the service rendered from week to week or year by year by Canadian Grocer. Our motto is, that articles must be practical.

One of our aims in securing material for this Spring and Summer Sales Number was to present as many suggestions as possible for the development of summer trade. Summer is, in many districts, a more or less dull season, so that the suggestions presented herewith, will be received at a time when they will be the most beneficial. When our readers have looked over this issue carefully, we would appreciate a word from any of them in regard to how it appeals to them. We shall then receive information that will be valuable to us in the future. Let us hear from you, NOW.

GOOD INFORMATION IN THE ADS.

READERS of Canadian Grocer will find much food for thought in the advertisements in this issue. Manufacturers and wholesalers have prepared their announcements with great care, with a view to offering suggestions that will help the retailer materially in his buying and in his selling.

This issue is, therefore, one that the proprietor of the store should see that every clerk reads. It will make the clerk as well as the proprietor, familiar with the goods in stock and more familiar with the selling points of all lines advertised. Careful study of the issue will help them generally in the development of summer trade. There is just as important news and information in the advertisements as in the reading matter. Let each and every grocer, general merchant and clerk go over it carefully.

MAINTAIN THE QUALITY

ONE of the chief sources of loss in many grocery stores is the fact that retailers do not always maintain the quality of the goods they sell. When customers become satisfied with a certain line of tea, rolled oats, coffee or spice of any kind, it is to the advantage of the dealer that he be able to supply them with that particular flavor or blend or quality of article every time they make a purchase.

Many dealers have built up substantial businesses by maintaining quality in this regard. When they find, for instance, that their customers are satisfied with a certain flavor of tea they go to the trouble and sometimes additional expense of securing that particular blend at all times. They know that this is one of the methods for overcoming the pedlar evil, because the pedlar is not in majority of cases in a position to maintain the quality and blend of his tea at all times. Once a dealer begins to change his blend, customers are more than likely to become dissatisfied and are quite willing to try any old kind of tea that a pedlar offers them at the back door.

The same holds true in a great many other lines.

There is difference in quality for instance, in rolled oats, spices, coffee, etc., and it is up to the dealer who is particular about his reputation and the quality and cleanliness of the goods that leave his store, to see that his customers secure the same or a better article whenever these respective goods are bought.

Especial care is necessary in buying to make sure that quality is always maintained regardless of price.

A GENERAL SUGAR SHORTAGE

BRITAIN has had a big increase in the consumption of sugar. In Germany sugar is exceedingly scarce. European countries are buying sugar from the West Indies, United States and Canada.

No wonder our prices are soaring.

A British sugar expert writing in a London paper says that from the point of view of the physiologist, one of the most striking reports issued recently was that dealing with sugar consumption during the first year of the war.

People who failed to grasp the significance of the figures spoke in a pained way about the lack of national conscience, and efforts were made to preach economy. Nobody pointed out that the high consumption of sugar was due directly to the fact that war had whipped up the activities of every man, woman and child in the country so that even at a much higher price sugar was worth the money.

The simple truth that one may infer from the demand from sugar is that the whole rate of life has been quickened in Britain. Sugar is the fuel of activity, and in activity more and more sugar is burned. In England, and indeed all over Europe, men are now living at a greater rate than in times of peace. Civilization, if you will, is going the pace; and, for the pace sugar is essential, no matter what the price may be.

To Germany the war has shown how indispensable a foodstuff sugar is—two grammes are said by chemists to be equal in ourishment to one gramme of butter. And since butter and margarine, and lard, and all kinds of fats are now only procurable in very small quantities, at very high prices, the importance of sugar has become much greater than ever before.

Before the war Germany exported more sugar than any other European country. After providing for the domestic consumption of 2,400,000 tons, another 1,200,000 tons were exported.

When the war broke out the German sugar interests feared they would be swamped with their stocks, and implored the Government to permit them to continue to export it as before, asserting that the next harvest added to the stocks on hand would suffice for all human needs for two years. The Government consented and the consequence was that immense quantities of sugar were sent through Holland and alleged to have reached the British market. This permission to export was soon withdrawn, but it proved how the Government had underestimated the length of the war.

At first sugar prices rose scarcely at all; it was only when butter and fats began to grow scarce that German housewives were urged to substitute sugar for them in the form of jams.

THE FRONT COVER

WITH this issue another worthy addition has been added to the series of excellent front covers which have appeared on the annual spring and fall numbers of CANADIAN GROCER.

The task of painting the front cover for this issue was allotted to C. W. Jeffreys, one of Canada's most prominent artists, who has painted covers for CANADIAN GROCER for the past six years, and who during that time has prepared many covers which have been favorably commented upon by large numbers of our readers throughout the Dominion.

The cover on this issue is particularly appropriate for this season of the year when grocers and general merchants are receiving their spring shipments. The scene is a familiar one to the retail trade in all its branches.

EDITORIAL NOTES

A CUSTOMER in your store is worth two on the street.

* * *

LOAFING half one's time away is one case where half a loaf is not better than none.

* * *

LUBRICATE the mechanism of your business every now and then with the Oil of Optimism.

* * *

THE EARLY bird gets the worm by going after it: it doesnt wait till the worm comes its way.

* * *

NOW THAT Lent is over, make it your business that your customers don't deny themselves in the way of "Eats."

* * *

A GROUCH never lost anything to anybody—but the groucher, but a hearty grin does good to more than he who grins.

* * *

RETAILERS who have to explain advanced prices to their customers know more about the two words "freight rates" now than ever before.

* * *

TO MAKE the very most of your business not only must you make a profit, but you must also cut down the overhead. Then you gain both coming and going.

* * *

COURTESY is the best foundation stone. Salesmanship, good judgment in buying, good displays—all these count, but you can't build if the foundation isn't there.

A $110,000 Montreal Store

New Standard Meat, Fish, Fruit and Poultry Establishment Called "The Temple of Purity" —Various Departments Models of Cleanliness—Glass Tops, Sides and Bottoms to Show Cases—Each Department a Unit.

From an authorized interview by a Canadian Grocer representative with J. S. Stanford, managing director, Stanford's, Ltd., Montreal.

THE new store of Stanford's, Limited, is the outcome of much observation, and many trips to the stores and cities of Canada and the United States. It was built at a cost of $110,000, and represents one of the highest development in retail meat stores in America.

The building is 45 x 90 feet, and the store occupies two floors and a basement. Of the total amount of floor space in the establishment, the store proper only occupies about one quarter. The remaining space is all devoted to storage and service purposes. There are forty-eight employees, of whom 25 are salesmen. "Thus it will be seen that the bulk of our labor and our space is devoted to the preparation and keeping of our products rather than to the sale of them. This represents a natural growth that is based on our experience, which goes to prove that the greatest problem of the dealer in perishable products, such as fish, fruit, etc., is to conserve their freshness, so that they may on the customer's table retain all of their original flavor and be silent salesmen of other and later orders. And so all our efforts by the various channels of cleanliness, quick and expert handling, etc., are directed toward this one end, and we advertise both effort and result in our store's newspaper. 'The Temple of Purity.'"



Note the electric sign at top of the building. This shows the commanding front of the new Stanford store.

Glass and Tile

As the illustration shows, the store space consists of one main room, which has display counters and cases the full length of both sides and ends.

A palm in the centre dominates the room, which is done in dark wood of mission style. The walls are of green and white squares of tile and the floor of mosaic. The counters have marble bases and vitralite tops. The end show cases have compartments above and below, the side ones an upper compartment only. Fruit and vegetables are shown in the end nearest the door, and displays are arranged so as to make the best of all advantageous contrasts of color, shape, etc., and prices are plainly marked on everything. The cases even on top are all glass, so that an uninterrupted view is to be had of the contents. A minimum amount of wood is used in the decorating.

Fancy Baskets Used to Sell Fruit

Fruit baskets are utilized to great advantage in the displaying of choice assortments of fruits and vegetables on top of the counter, and the latest in computing scales are placed at intervals on the counters.

The rear of this side of the store is devoted to the fish and poultry department. Behind and in the rear of this counter is the fish room, and immediately accessible to the counter. Directly behind the counter is the cleaning room, where poultry and fish are prepared for the show cases and for orders.

Big Fish Trade

"We receive large quantities of fresh fish every day in the week, and the preparation of that stock so as to render it attractive and saleable takes a great part of our time early in the week. Our customers particularly like to have their fish filleted."

In the rear of the small end show case is the butter, egg and cheese refrigerator. Each product has a separate compartment, of which there are six of about three-foot square each, so that no confusion of odors occurs.

Meat Room One Big Show Case

On the other side, in the rear, are the meats, all prepared for the pan, in roasts, chops, etc., and displayed on trays to their full advantage. In the front part of this side are displayed the delicatessen lines and jars of fancy pickles, etc.



Interior view of the new more-than-ordinary attractive Stanford store in Montreal. Note the effective use made of silent salesmen. Walls are made of tile finish and floor is mosaic.

As in the case of the fish counter, the walls behind the meat counter are of glass and allow of a full view of the six by forty five-foot meat room that extends the full length of the building. Thus, even the meat is hung as part of one big display.

The principal reserves of cut meats are kept on shelves in this room, and may be seen by the customer from the centre of the store. There are metal shelves full of brightly shining trays of hearts, kidneys, livers, steaks, chops, sausages, etc., all prepared in the most approved style.

The cutting room is at the back of this one, and connects with it, and next to that again is the shipping room, the heart of the store, which handles all orders, whether incoming or outgoing, except in those cases in which the customer dispenses with delivery. All parcels come here by conveyor route.

Running round the store a little above the counters is an innovation to Montreal, an electrical conveyor or parcel carrier. When the salesman has completed a customer's order, it is placed on this carrier and is rushed off to the shipping room. Here it is sorted and classified by a special and elaborate system of numbering, and in less than five minutes after the customer has left the store, the parcel is on its way to his home. Also arranged around the ceiling is the electrically-driven cash carrier.

So complete is the construction of the conveyor system that the salesman can toss the bundle in from any part of this working space, knowing that it will automatically go to the shipping room at once unless it be at a slack time of the day, when power is shut off to save expense.

A Kitchen Minus Wood

The office is upstairs and overlooks the full length of the store from the rear. Next to it is the kitchen, where two cooks are constantly at work cooking various meats that can be handled to better advantage ready for the table. This kitchen contains its own separate refrigerator, and is self-contained in every way. Immaculate cleanliness is its chief characteristic. Closed galvanized iron pails are evident in great abundance to care for all waste, and the only wood in the room is that of the carving table in the centre.

An Elaborate Cooling System

In the basement each man has his own clothes locker, so that all confusion may be avoided. Next the locker room is one of the four-fifteen by twenty-five-foot cooling rooms. The compressor room is next door, and consists of two complete units of twenty-ton each. One is used one day and the other the next, and in case of accident the duplicate plant insures that cooling will be kept up.

Ours is a brine system of cooling. Ammonia is used to cool the brine, which is then pumped through all the rooms. Various degrees of coldness are used in each room, according to its contents. The fish room is made extra cold by direct expansion, so as to preserve the original flavor of the frozen fish in it.

A Sweet Vegetable Room

The vegetable room is milder in temperature, and such is the care with which the contents are stored on the metal shelves and so clean is everything that the air in this room has a positive sweetness rather than the sour smell that might be expected. An elevator is used to connect this room up with the vegetable counter in the store, as all orders are put up in this cold room, except in case of those sold over the counter, so as to insure freshness.

A cement lined and curved chute at the front of the basement leads to the sidewalk, by which route incoming shipments arrive.

The Routing of Orders

In the general running of the store we endeavor to maintain broad principles of merchandising in regard to our stocks, our advertising, etc. All the primaries are kept in stock as far as humanly possible. All orders are routed in the way efficiency points out as best to save time, unnecessary handling, etc. Orders are sub-divided according to their character, and the department to which they belong. Thus, we have really expert, not pseudo-expert, meat men, fish men, vegetable men, etc., to handle each his own part of any order and insure its being put up in the proper way.

Service After Sale

This is a recent departure on our part, and has followed as the result of dissatisfaction on the customers' part through poor service after the goods were bought. We found that after spending money in advertising, etc., to get customers into the store, and after selling them goods, that bad impressions and destructive results occurred from improper packing, lack of co-ordination in routing, delivery, etc.

A Store Booklet

As part of our general plan of service and our emphasis upon the sanitary features of our service we are getting out a booklet which is nothing more nor less than an illustrated description of our store and our methods in order that customers may be fully informed of our interest and close attention to cleanliness and system in handling their orders. The booklet emphasizes the point of special departments, being devoted to each class of goods and contains pictures of the department rooms showing preparation of the orders and bearing down on the fact that we endeavor to send the food to the customer's table with its original flavor unimpaired by heat or handling, dust or dandruff.

The customer is informed that when his order is 'phoned in, it is re-telephoned to each department concerned, put up separately, and later reassembled in the shipping room.

Some Broad Advertising

We pay particular attention to the salient features of the store in all advertising. As long as we have a good thing we let the people know about it. Especial attention is paid to the "Temple of Purity" feature.

Thus, to quote from a recent ad: "Our new store is a Temple of Purity. The walls, the floor, the ceiling and counters are glistening, gleaming pure white tiles. The counters are covered with heavy crystal glass and back of them, making the fourth side of the square, refrigerating coils enamelled white. Sunlight and cleanliness are essential to effective sanitation. At the new Stanford store you have both in generous proportion." And under this are prices in large type of featured lines.

Or this one: first in big black letters, "Your food is protected in this big new store"; and in smaller type, "Marvelously protected even in this age of sanitation, all food is crystal enclosed, whether it be meat, fish, poultry, vegetables, or fruit, it is carefully protected from contamination by glass and backed by a refrigerating system that keeps it in perfect condition."

Clean Service as an Investment

As may be seen, we have made our passion for cleanliness and service take on the character of an investment of dollars, on which we expect to collect interest. Present indications point that way. Customers appreciate a cleanliness that makes the dark corners of the basement as neat and clean and sweet as the show window.

The goods themselves are silent salesmen that work while we sleep. Every cent, every improvement, every effort that a merchant puts into the retention of freshness and flavor in perishable goods is the most hard-headed and practical form of cheap investment.

A hungry Frenchman who was in an English restaurant wanted eggs for breakfast, but had forgotten the English word. So he got around the difficulty in the following way:

"Vaiterre, vat is dat valking in the yard?"

"A rooster, sir."

"Ah! and vat you call de rooster's vife?"

"The hen, sir."

"And vat you call de childrens of the rooster and his vife?"

"Chickens, sir."

"But vat you call de chicken before dey are chicken?"

"Eggs, sir."

"Bring me two."



Canned goods permit of making a rapid display. Between now and arrival of new vegetables and fruit, canned goods should be featured.

Farmer Turns Grocer: Now a Day Laborer

Written for Canadian Grocer by Merchant 24 Years in Business.

SOME people have the idea that we grocers are making money hand over fist and that all we have to do is sit in the office, talk to a few men during the day, straighten out one or two complaints—and pocket the money. To demonstrate what some of those on the outside think of us and the "easy" way in which we make a living, I will recite an experience in which I was personally interested some years ago.

A farmer came into the store one day and found me sitting in the office talking to some one. It was a business matter and as it happened it involved considerable money and risk.

"You certainly have a very nice time," the farmer said to me when I was free, "sitting on the chair wearing out your trousers while I am wearing out my boots with hard work. I think I will just go into the grocery business."

I pointed out to him that when he saw me sitting in the office, I was actually thinking hard about keeping down expenses in order to save some money or about plans for developing the business to produce a little extra profit, so I said to him. "I'll tell you what I'll do Mr. ——. I'll sell you this grocery business and take your farm in exchange."

He did not take me up on it, but anyway he must have got the bug in his head, for later on sure enough he bought a grocery business by disposing of his farm. Twelve months after he came to me and in a private conversation confided the fact that he never thought there was so much to learn about groceries and in conducting the business generally.

In twenty-three months' time that man had no grocery business and no farm and now he is a day-laborer around the city streets.

This illustrates the fact that the grocery business is not a philanthropic one for the man who does not know something about it. There are grocers to-day, who are simply eking out a living but getting no money ahead, and who never will. There are many others who are not even making a living. They are on the road to failure, simply because they are not in touch with the methods of doing business and they have had no knowledge of groceries in general.

There are too many people who believe that money is easily picked up in selling groceries. Simply because they are on an acquaintanceship with them by using them on their tables three times a day they believe they know all about them. They hear of some of us buying sugar for $7.50 and selling it at $8 and think we are robbing the public. They forget that there are credits to look after, buying to be properly done, expert salesmen to be exercised in getting them into the hands of the consumer and short profits to contend with. It is only by constant, careful, thorough, every-day attention to the details that brings to us anything more than an ordinary recompense.

"The Customer Is Always Right"

This is Marshall Field's Old Motto—Pickering Merchant Claims It Pays to Adopt This Creed—How He Has Done So—Advertises the Fact in Newspaper Space—Finds This Policy a Profitable One.

Authorized interview by Canadian Grocer with A. M. Chapman, Pickering, Ont.

THERE is a definitely marked trend towards the popularization amongst the grocer trade of the creed that *the customer is always right.* Probably grocers less than any other trade have to contend with a bunch of crotchety customers who insist on complaining about their purchases and on coming in and slang-wanging the salesmen until they get either different goods or their money back. But grocers do occasionally have cases where this sort of thing happens and the grocer as well as the tinker and tailor and candlestick-maker are finding it pays to adopt the general maxim that the complainant, the customer, is always right.

This, at any rate, is the theory, and practice too, of A. M. Chapman, a merchant of Pickering, Ont.

"I have always believed in this," said Mr. Chapman to CANADIAN GROCER, "I found it out, I think, chiefly when I had perhaps a different kind of store which was the nucleus of the present store. At one time I had a hardware business here in Pickering and that has grown by acquisition and extension till I have the dry goods and grocery end as well, making a large general store. It was perhaps more in the hardware and dry goods end that I found it was necessary to adopt this creed that *'the customer is always right.'* People would come in now and then and complain that this didn't suit or that didn't suit, the color was wrong or the weight was wrong, or the shape was wrong, or some thing or other was wrong. I had to learn—though I did not take kindly to the notion at first—that it is better to consider the customer always right. I follow this out in the grocery department. If anybody buys anything that they take home and do not care for or do not think right and come back to the store and complain about it. I immediately either exchange the goods or refund the money. I find that as a general policy it pays and pays well."

LET IT BE KNOWN

"More than that, I have let it be known to all my customers that this is the case. Here in Pickering we are a sort of centre for the farming community which stretches far and wide and farmers and their wives are continually coming in to town to buy. We have therefore a much larger trade than the town itself would actually warrant.

"In the newspaper which circulates in the surrounding country and in the town itself, in all my advertising I include the statement that we are prepared at the store here always to consider the customer right. *'Goods exchanged or your money refunded'* is our slogan and we advertise this far and wide."

"I believe," said Mr. Chapman, "in letting people know exactly your policy. It is no good my having a policy which insists that a customer is always right and bearing this out in practice if I don't advertise the fact to my customers, so I include it in all my advertisements in the paper, and my store has come to have a reputation that it will refund any money or exchange goods in the case where a purchaser feels inclined to complain. I have found this policy pay again and again.

"I might have lost trade by sticking out sometimes and refusing to either refund money or to exchange goods in certain circumstances where a customer has complained, but following the example of large stores, I have found it a paying proposition to consider that the customer, whether right or wrong, is, for my purpose, *always right.*"

ADVISES SURRENDERING CONVICTIONS

"Very often you know," went on Mr. Chapman, "the customer is far from right, and we know it. Nevertheless it does not do to admit it, and it does not do to quarrel with the customer. Particularly so in the case of women customers who are buying right along at your store. It pays to surrender to them your conviction sometimes when you are quite sure that you are refunding money or are exchanging goods when that course of action should not be followed. It pays, because you retain their confidence, and you send them away in a cheerful humor instead of with a grouch.

"*'The customer is always right'*: that is a slogan I have set myself rigidly to follow and so far I have found it a paying one."

Getting the Public to Take the Elevator

Robinson-MacBean, Ltd., Moose Jaw, Sask., Make Their Meat Department so Attractive People Will go to the Fourth Floor—No Orders for Feature Lines Over Telephone—Customers Must Ascend to Grocery Department—Store Finished in White—Saving the Salesmen's Time.



Grocery department of Robinson-MacBean, Ltd., Moose Jaw, Sask., on the fourth floor. The provision section at the left is a big drawing card, particularly in summer months.

SEVERAL methods have been described in Canadian Grocer for inducing people to take the elevator where the grocery department is located on an upper floor. One of the best was that of the Paquet Company, Quebec, who made a window display of canned goods, and offered valuable prizes free to those who guessed how many cans the window contained. It was necessary to visit the grocery department on the top floor to register name.

Another plan is used by Robinson-MacBean, Ltd., Moose Jaw, Sask. On certain days certain goods are advertised in the local newspapers, and orders for these are refused on the phone. It is found that when a woman visits the department in search of these lines she often leaves her full order for groceries. Furthermore, she becomes acquainted with the store, and having once been inside, she will return.

There is more in the above than the average person would think. Some firms spend money trying to get the public to walk in, trusting that once inside, they will buy. This is the Robinson-MacBean scheme. There are signs on the ground floor urging people to "visit our grocery department," but there is nothing like advertising for filling the elevators to the fourth floor.

What are Robinson-MacBean's feature line? They feature something which the average store overlooks, something, in fact, which the average store fails to make go.

It is bacon. They claim to have the best in the city and many, having once tried it, substantiate their claim. Robinson-MacBean, Ltd., know how to cut and serve bacon so that the customer thinks it is something extra special, and so it is. The sale of bacon is half the way in which it is offered.

Early in the game, this house appreciated the fact that a good delicatessen department was wanted in the city, and they set out to make their's ideal. It used to be hard to get men who understood the fine points of this business, but eventually they secured a good one, a careful man—one who allowed little waste, and yet succeeded in making his goods attractive. Every grocer knows that the waste in meats often runs away with the profits, yet this man succeeds in mixing ends with the good, and selling it with the rest. He realizes, of course, that there are some ends which cannot be used. This must be watched or the department loses its good name.

This delicatessen department then, is the magnet which draws people to the fourth floor. A glance at the picture will show readers that it is the most important feature of the grocery section. A department like that will build up business in other lines. Take a look at the way meats are displayed. This is one of the reasons why people like to buy their meats at this counter. It is a temptation to them.

There are several other points in connection with this business which are worth mentioning. Recently an order department was started. It was put in the background, which assists in keeping the store and the shelves tidy.

Before the order department was organized, it was not uncommon on Saturday for a customer to approach a clerk, and be told that he was too busy as he had an order to get ready. Naturally customers did not like that. On the other hand, when a clerk waited on a customer and allowed the order to stand, the woman at the other end was annoyed. In the end it was necessary to start a separate order department where work could be carried on without interference.

Gets the Farmer from the Market

London, Ont., Has a Big Market and Norman McLeod Established Himself 15 Years Ago Opposite It—Farmers Buy Good Quality Foodstuffs To-day—Have Plenty of Money On Account of Good Prices

NORMAN McLEOD, whose store in London, Ont., is situated in the heart of the Forest City, caters especially to the farm trade. Naturally, location is a big factor in developing trade with the farmers in a centre of 50,000 or more population. Therefore it is no surprise to find him opposite the London market, with only the street between him and hundreds of farmers' wagons, which two or three times a week line the square.



Canada's great wheat crop and the high prices last year helped make the farmer prosperous so that his purchases have been quite normal.

He has been there for the past 15 years, but has been in the grocery business in London, Ont., for the past 40 years, in the capacity of both proprietor and clerk. He is recognized as the oldest grocer in that city.

The Farmer Has the Money

While discussing the matter of farm trade with a representative of Canadian Grocer recently, he was asked if the farmers appear to be well off in that district, and in a position to spend money.

His answer was the following story:

"The other day a friend and I were walking along the street when we noticed a sale of cattle. We remained there for a while to watch the proceedings. We observed that the lowest price paid for cattle was $175, whereas one was sold at $360. A farmer who looked as if he were wearing an overcoat that was put together in the year one, bought four or five head. This convinced us—if that were necessary—that the farmers have the money. Farmers are getting good prices for everything, so why shouldn't they be well off. A representative of a local mortgage company told me that 20 or 25 years ago half the farmers in Middlesex county had mortgages against their farms. To-day they are clear, and farmers are buying debentures.

"The market here, of course, attracts the farmer, and my opinion is that this is one of the best locations in London. I used to be up on Dundas St., but bought here about 15 years ago. Of course the season has a good deal to do with the purchases of farmers. Last year they all had large quantities of potatoes and apples to sell and this brought them to the market more frequently than this year. We have three market days here, Tuesdays, Thursdays and Saturdays, but Saturday is by far the best day. Then when the farmers have plenty of produce we are always sure to see them oftener and sell them more goods."

"Do you find that the farmer and his wife purchase a good quality article?" Mr. McLeod was asked.

"My experience," was the reply, is that they do. For instance, we sell farmers quite a lot of canned tomatoes, olives, spaghetti, some times fancy desserts, etc., which years ago they would never touch. Of course we try to make as nice displays as possible to catch the eye of the farmer's wife, and this has a great deal to do with their purchases."

Mr. McLeod, since he moved into his present store, has been much more careful of credits and to-day he is practically doing a cash business. Absolutely no one who is not known to be good pay is given credit. A credit applicant must be known to be thoroughly reliable, else he must pay the cash.

Too Many Inexperienced Grocers

Mr. McLeod, too, has ideas on the efficiency of grocers. "There are too many men to-day," he said, "starting up in the grocery business without any knowledge of the business. They believe there is plenty of money in it and that all they have to do is to open up in the corner of their house, put in a stock of groceries and the money will roll in so fast that their future years will be all a bed of roses. This is one of the things that is hurting the grocery business to-day. There are too many grocers going into it who do not know anything about it, and because of this lack of knowledge they cut prices, give concessions that they have no right to give, etc., which naturally hurts the legitimate dealers. Years ago it was different. Every man in the grocery business used to know something about it, and my experience is that more money was made in those days than at present."

Cutting prices is one of the things Mr. McLeod opposes strongly. He deplores the fact that so many merchants are either losing money on sugar when their overhead expenses are taken into consideration, or either selling it practically at cost. In this opinion he will have the sympathy of the majority of the retail trade.

An Association Man

At the annual meeting of the London Retail Grocers' Association held some time ago, Mr. McLeod was elected president, and will guide its destinies for a twelvemonth. He was president of the Association some years ago, this being his second term.

THE "POP" IN POP CORN

A grain of "popcorn" is filled with tightly packed starch grains. The interior of the grain is divided into a large number of cells, each of which may be likened to a tin box, the walls whereof are sufficiently strong to withstand considerable pressure from within. Upon the application of heat the moisture present in each little box is converted into steam that finally escapes by explosion.

To obtain satisfactory "popping" there is required a very high degree of heat. This causes the greater part of the cells to explode simultaneously. The grain of corn then literally "turns inside out," and is transformed into a relatively large mass of snow-white starch.

If corn be old and dry, it will not "pop" satisfactorily. A few cells near the centre of the grain may burst, but the general result will be unsatisfactory. At the base of the kernels, where they are attached to the cob, the cells appear to be driest, and it has been observed that these cells are seldom broken in the "popping."

Watches Hotel Registers for Customers

Methods of a Grocer in New Ontario—"Pink Teas," Socials, Etc., Help Spread News About His Store and Goods—How He Accidentally Opened Grocery in Cochrane in 1913 —Turnover Now Reaches $115,000.

Written for Canadian Grocer by E. M. Hobson, Cochrne, Ont.

WHEN I alighted at Cochrane on a trip North a few years ago, I had no idea of going into the grocery business. But Fate or ained otherwise. I was just looking around. What I saw decided me. I gave up other plans and devoted myself to the establishment and development of a grocery business.

That was in 1913; but so much oeeurs in so short a time in this new eountry that even this brief residence entitles one to the sobriquet of "old-timer" and my inclusion in the. list of early residents.

I started in a little dry goods box of a place with a capital of $1,000. The business pulled itself up by its bootstraps, went ahead by leaps and bounds, so that the first thing I knew I had to get a elerk, and then another and another, even though I endeavored to restrain the youthful ardor of the business so as to break in more gradually. In four months' time I was buying in carload lots. I happened to get in, as they say, at the physiological moment.

A Comparison of Growth

The business is still a modest one, and whatever is noteworthy in it rests less upon what it is to-day than upon what it was in the beginning. And its growth has been large only in the sense of its proportion to the original size. The rapid development of the country and a great deal of hard work account for both.

The thousand dollar stock has developed into an eight to ten thousand dollar one that cares for a turn-over of $115,000 in a general retail business in meats, groceries, fish and provisions as well as an ineidental wholesale business with big companies and small dealers.

The matter of eredit has been the chief source of uneasiness in the north country but there has been a steady improvement in this regard since the Government took over the railroad last Fall and engaged in it most of the surplus labor of the country. This action has solved what threatened to become a major problem by ereating a regular pay roll of $25,000 a month—the first steady one that we have had. It is putting new life into business.

The Government helps the country as a whole by its work of opening up new roads through the bush, and as individuals by hiring the settlers to do the work. The latter have taken up all the land within a radius of fifteen miles of town but their elearings are small so far, and usually run from five to fifteen acres. Any large amount of cleared land, as in the case of one man who has one hundred acres, is the exception rather than the rule. The country is too young for things to be otherwise, but the cleared area is steadily growing.

Farming in the real sense of the word is only just beginning.

The furnishing of pulpwood to the mills remain one of the chief industries, ranking with the railroad in importance; but a real produetion is beginning to be realized in many lines of farm produce, partieularly in roots, which do unusually well here. In this eonnection, the potatoes from Northern Ontario were unaffected by the rot that was prevalent in other parts.

There are seven saw mills within a radius of six miles of town, and they use the larger and more desirable timber cut in the clearing of the land. A large part of the balance goes to the pulp mills.

We have been hampered in the past by a fly-by-night type of settler who remained here just long enough to dispose of the pulpwood as he cleared his land, worked out a little but neglected the land. Another class did a little desultory farming in the spring and fall and worked out in the interval between. But lately some have done well enough to devote their whole time to the farm and a class of settlers is beginning to arrive who are devoting themselves to making homes.

Praise for French-Canadian Settlers

The French-Canadians have proved the best of the new settlers being, industrious and thrifty; they have added much to the value of the land. The others have been largely city men, unused to prevailing conditions and absolutely lost in the bush. Leading all are the Old Ontario farmers who are forging ahead and carrying the less eapable with them by the impetus they give to the movement for more practieal farming and harder work.

Country Shipping Out

These improved conditions are becoming so general that the country is beginning to reach the self-supporting point. There is not one-third the amount of hay and grain shipped in that there was a year ago, although on the other hand there is more stoek to feed. Incidentally I reeently shipped out two car loads of straw for bedding to the internment camp at Macpherson, whieh is, as far as I know, the first car load shipments out of Cochrane. There are fifteen hundred prisoners at this camp, all working on the clearing of the bush of which 1,000 aeres have been completed for the purpose of having an experimental farm.

Competition is so keen amongst the wholesalers for this northern trade that it is possible for the retailer here to sell his goods at the same price as the more centrally loeated merchant. We ean lay in goods here as cheaply as it can be done in Toronto and sometimes cheaper if retail selling prices are any indication. A couple of months ago, for instance, we were selling strietly new laid eggs shipped in from the vicinity of Toronto at forty cents when the dealers of the city were selling them at fifty cents and probably not making any more than we were. The old wild-catting days have gone and business is down to a sane level.

Satisfying the Customer

The motto in our store has always been that of "quality and price," and buying the right kind of goods at the right price has been one of the essential requirements to enable us to do this. Satisfying the customer and giving him his money's worth, has done more to increase our trade than any other single thing, as a result of the note-comparing proclivities of our eustomers.

Pink Teas as Sales Aid

It is at the women's gatherings, at socials, "pink teas," ete., that this habit of comparing notes on shopping experiences crops up oftenest. People will pass on the news of a good thing as quiekly as they will that of hold-up.

At first before we were known to the trade women would frequently come in and state that they had been advised by some other woman to come in. Whenever people asked for things we did not have, we proeured them. Customers are prepared to be content with a smaller selection here than they would in the city. So they are in the state of mind that makes them say, "I don't suppose you have this or that," etc. So they are agreeably surprised when we say, "Certainly," just as though we were not some hundreds of miles from big jobbing centres. And this makers our best kind of advertising—a line of goods

and prices that will stand talking about, will satisfy customers and insure a fair profit for the store.

A Returned Customer a Satisfied One

Sometimes in spite of our best efforts, a customer leaves the store and trades elsewhere.

Sometimes he returns to us, chastened by his experience. It does him good and does us good: makes him more appreciative and spurs us on to greater effort.

Keeping in Touch With Hotels

I find the hotels a chief agency for the dissemination of news as to live prospects so I make it a rule to keep in touch with the hotel men. There are so many large businesses being carried on in the large territory adjacent to us that some such agency must he used to keep a line on the moving spirits of them.

I drop in occasionally and frequently get the tip "So and so's here, he's manager of this or that," etc. These are the men who can hand out big orders and whom I am most interested in seeing. I can trace some good business to these methods of outside approach, including some of the business at the Government internment camp at Macpherson, and a considerable railroad business that chiefly consists in supplying working crews, the private cars of officials, and the shortages of the regular dining cars which are repaired en route by wiring ahead.

The Progressive North

A feature of the business life of the town and the country is the helpful get-together spirit of the merchants. There is remarkably little of that petty jealousy that so often exists between business rivals in small towns where people rub shoulders so much. Instead we help one another and ourselves. We go to one another for goods and call one another up on the 'phone when some concerted trade action seems necessary.

Making Money on the Telephone

Sixty Per Cent. of Total Business Done This Way — Some Disadvantages and How They Are Overcome—The Value of the First Hour in the Day—System and Method Foundation Stones

Written for Canadian Grocer after an interview with the J. Forde Co., Brantford, Ont.

SIXTY per cent. of the business of the J. Forde Co., of Brantford, Ont., is done over the telephone. This makes the telephone a mighty good investment for that store. It is paid for over and over again. Canadian Grocer was told that the fundamental reason why it was possible in this case was because the store was well established.

"We have been here," said Mr. Forde, "my father and myself for 50 years and over. That is a long time. The original store was only a few yards away from where the present one stands, and the change in location was therefore slight. But establishment of half a century in one line of business is calculated to build up a trade which is permanent and solid rather than transitory and fluctuating."

"It is probable," went on Mr. Forde, "that being given this long establishment one has built up a sure list of customers. We know our customers, all of them, personally, and they have practically all been with us for a long time. In a city of this kind there is comparatively little transitory business, particularly for one who is off the main street. I used to be there, but I moved. I figured when I made the change from the old store here that it would do me no harm because I did not depend on this passing trade but rather on my selected and well established list of customers.

How It Is Done

"Hence it is that I can do 60 per cent. of my business over the telephone. Every morning by eight or nine o'clock I have two-thirds of the orders made up for the rest of the day. I and the clerks simply get busy as soon as we get down to the store in the morning and phone up our customers, in each case advising them of what we have got in, that will particularly interest the one to whom we are talking."

"We find," said Mr. Forde, "that usually we anticipate in this way our customers' orders. I venture to say that the majority of our orders, are what we ourselves suggest in that first hour of telephoning in the morning to our customers, rather than what they would suggest themselves to us during the day We keep two lines busy for that first hour in the morning collecting orders. You see, we know, just about the requirements of all and each of our customers. We do not suggest imported fruits to a woman we know would not be interested, nor do we suggest jams of one particular kind to another woman who would not bother with them. The whole art is in apposite and apt suggestion.

Things To Be Overcome

"Of course," went on Mr. Forde, "there are big disadvantages to be overcome by reason of the fact that when this telephone system is used to this extent, the customer is not often in the store. This is perfectly true, yet it can be overcome and we do overcome it. It is true enough that if a customer is in your store for one thing and, having ordered that, she sees something which is new and attracts her, she will probably order that as well; but it is also true that in a case like ours, where the customers do not come down town to the store very much they are more likely to miss the new things we have than they are to come in and see them casually. We figure we anticipate the very failing of the business-by-telephone system. We apprise them as soon as anything new comes in and very often we inform them about new things, days before they would see them themselves. Having a regular and well established list of customers has possibly the one defect that they do not come to the store, but this can be remedied if the telephoning is done systematically and methodically, if as soon as there is anything at all that will interest anybody that person is instantly told about it, and the order secured.

A Matter of Confidence

"It is all a matter of confidence more than anything else," went on Mr. Forde. "And this system of doing a large business over the telephone has this one thing in its favor that it is infinitely better than wasting the time in sending a man round to collect orders each day. I don't suppose that we call at ten houses in the city for orders. I don't believe it is necessary to have a man spending his time in doing that; the farthest I need to go, I figure, is to telephone my customers, except, in cases where there are unusual features. If an orderly and systematic use of the telephone is followed, it will in time build up a list of customers used to this way of doing business, and the necessity for constant calls and separate collection of orders will be done away with."



A realistic maple syrup window shown recently by J. A. Chaput, Montreal. Note trees, pails, squirrel, fowl and the boiling house. This is a trim that should be kept for further use.

Maple Window Draws School Class

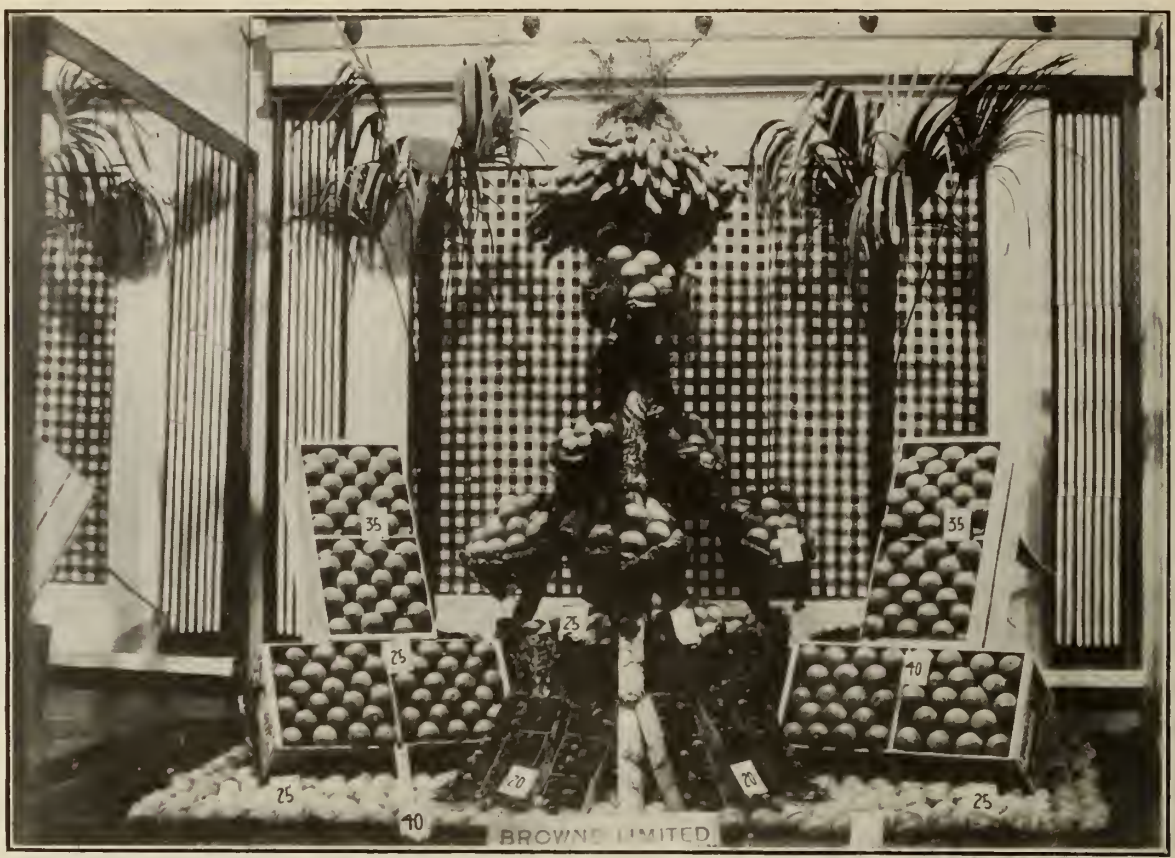
It Formed Basis of a Natural History Study by Pupils in Neighboring School --And Sold Out Maple Syrup Stock in Short Time Which Was Expected to Last a Week—Description by the Trimmer

By J. Daoust, window trimmer for J. A. Chaput, Montreal.

THIS maple syrup window was meant solely as an original duplicate in miniature of natural conditions to draw attention and direct it to our maple syrup. The floor is covered with white cheese cloth and the trees are maple limbs nailed and wired into place. Sap spouts and lard pails are used on the trees. The animals and birds are out of my own collection, squirrels, herons, etc. The house is a children's wooden play house and cotton wool is scattered about to represent snow. Everything is quite simple as it would be in the woods and there is no attempt at loading the window up with goods. Those seen in the rear are part of the regular floor display.

The window was put in before our supply of syrup was received and it brought many people into the store out of curiosity in the first place who stopped to buy other goods, and the amount of interest it excited was astonishing.

This was particularly true of the children. It appealed to their love of nature to such an extent that a party of them under three teachers came over from the neighboring school to indulge in a natural history lesson and be instructed in the manner of collecting maple sugar. They spent fifteen or twenty minutes at the task and they carried the news home to such an extent that they aroused the interest and attention of their mothers and elder sisters and brought many who had never been in the store before to visit us and buy something. The effect on syrup sales was such that the stock we received on Monday night to run us that week was all sold out on Wednesday morning. It lasted just a trifle over a day.



What better arrangement could be made of oranges than this? Simple, attractive and compelling! This was shown last by a Portage la Prairie firm.



This trim presents some good suggestions for a late summer fruit window. Such a neat arrangement of the fruit is bound to sell the goods.

Holding a Sixty-Year Old Trade

Long-Established Montreal Dealer Tells How Old Customers Are Retained—Big Percentage of Business Done Over Telephone—Policy Always Has Been to Be Exceedingly Courteous to The Children

Interview by Canadian Grocer Representative with Alexander Graham, Montreal.

IN 1861 my father bought this business from G. Childs,, since when it has been operated at first under his management and later my own. I went to work in the store in 1870, and have been at its ever since. We have several customers who opened their first accounts with us in '61, and have been trading at the store continuously since that time, in addition to many who have been with us for thirty or forty years.

Phone Trade 80 Per Cent.

Eighty per cent. of our orders are received over the telephone, and this, taken in connection with the fact that we are serving a high-class trade, demonstrates that we must exercise the greatest care and promptness in executing orders so as to hold the trade of families over such a long period of years. To accomplish this, we maintain a delivery system that consists of one motor and five rigs.

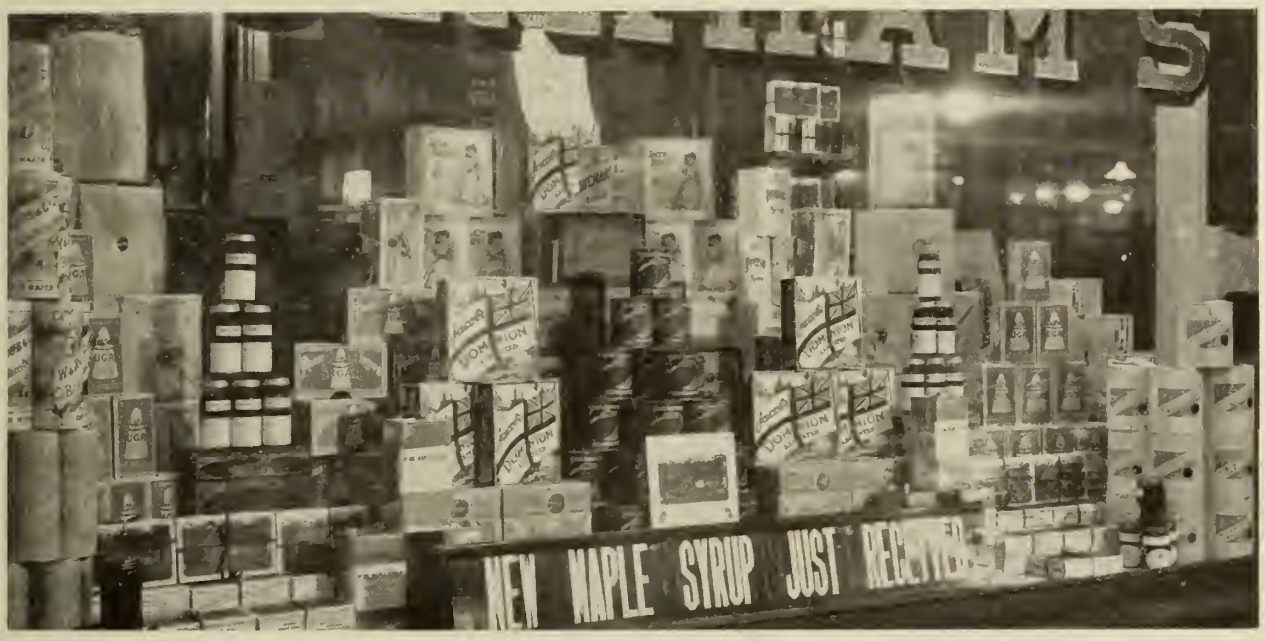
It would, of course, be an advantage to get people into the store so as to draw their attention to other lines while filling their wants. But on the other hand, we could not take care of as large a volume of trade in proportion to the overhead expenses of floor space and clerk hire. A feature of the 'phone trade, though less so than formerly, is the absence of price haggling. A surprisingly large number of orders are given without question as to price, solely as a result of the customers' confidence that we will protect them whilst making a profit from the sale.

The one great advantage of the 'phone business is the fact that it is invariably transacted early in the morning, and orders filled and sent out quite early in the day. Incidentally we enjoy the distinction of being the only grocery store in Montreal that closes at seven on Saturday night.

Once Children, Now Family Buyers

Close attention to the wants of children has been a feature of the store policy since the early days of my father's management. He insisted on his clerks giving very careful attention to their simple wants. There was a skating rink near the store in those days, and many of the little ones used to run in here for their small purchases of sweets. Since then many unsolicited customers have introduced themselves as these one-time children, who, when they set up housekeeping for themselves, came back to the store that was associated with their childish memories. This has been a great ad, and still is, for we still pay much attention to the children's trade, and trust to them to interest their elders.

The window display shown in the accompanying illustration is based on the idea of offering some contrast by alternating package, bottle and canned goods rather than making a solid display of one particular line.



Sample of window displays used in the Graham store in Montreal, to create demand.

WOULD INCREASE EXPORT TRADE

SEVERAL representatives from a number of Ontario towns, Stratford, Berlin, Brantford, Paris, Breslau, Waterloo, Preston, Hespeler and Galt met at Galt, Ont., on April 11, to consider the question of securing for Canada a portion of the foreign trade which it is thought can easily be secured at a result of the war.

A strong resolution was passed, declaring that Canada's paramount duty is so to organize public opinion abroad that there may be consummated with as little delay as possible:—

"1—A series of preferential tariffs within the British Empire; 2—A series of reciprocal tariffs between the Allies; 3—An agreement between all the Allies to give favorite tariff treatment to neutral powers, and 4—An agreement among all the Allies to subject the products of the Central Empires to such surtax, and disabilities as will effectually restrict them from competition in the markets of the Allies."

"How I Handle Cigar Trade"

Methods of Display and Popularity of Prices—"Prohibition Will Double Sales," Says One Grocer—Cigars Sell Best When Kept Moist—Ideas and Suggestions—Use of the Silent Salesman.

A symposium of grocers' methods used in different provinces.

CONSIDERABLE interest is aroused by the publication in Canadian Grocer of two articles within the last, three or four weeks pointing out to the grocer the importance of the cigar trade, now that prohibition in Canada is becoming so general. The trade, as evidenced by letters which are coming in, is aroused to the importance and the value of the opportunity thus presented, and in this connection Canadian Grocer sent a letter to a number of retailers from coast to coast, asking them what were their present methods of handling the cigar trade. The answers are interesting, because they show what has already been done by grocers in Canada who have developed this trade without the incentive and impetus which the generalizing of prohibition is bound to mean. If the trade has taken hold of this department so well already, by closer attention and by the very enlarged opportunity which prohibition means it will be able to build up a big business in the future in cigars.

The matter which follows gives details of actual experience to the trade as to what cigars sell best and the price, methods of display and views as to profit.

The letters are as follows:

The Imperial Grocery, Regina, Sask.—"Yes, we have handled cigars in the past. The three for a quarter brands sold the best. We also handle 5c cigars and two for a quarter. We display these by a silent salesman. This is located in front of the cash register on the counter."

Regina Trading Company, Regina.—"Yes, we handle cigars, having a complete stock of $2,000. These are displayed in a silent salesman, which is on the main aisle, adjoining the men's section."

Never Cut Prices

G. Norman Willits, Brantford, Ont.—"Yes, I have handled cigars and have found the 5c or 6 for a quarter, the 5c, 10c and three for a quarter all good sellers. We have a show case for display and a neatly printed ticket telling the price on each box. These are shown on the end of the counter near the window. As to handling cigars to make a profit, I think the best goods you can buy for the money, not how cheap you can buy, but how good, and never to cut prices—these are the lines upon which to work. Our motto is 'Good goods and fair prices.' With regard to the influence of prohibition, it should increase the trade some.

"My ideas re tobacco are as follows: Keep only such lines as are in constant demand. The exclusive tobacco stores do so much window advertising and make cigar displays and cut prices in tobacco on certain days that it lessens our tobacco output. Brands that we have to sell at 10c are obtainable quite frequently at three for 25c, so we keep our stock as neat as we can, and do not try to force sales, believing a smaller turnover with a sure margin is better than a larger turnover with an uncertain margin."

John Fritz, Hamilton.—"I have handled cigars in the past and have found the two for 5c and the 5c and 10c straight cigars the best. These are displayed in a silent salesman, which is located near the door. With regard to the possibilities because of prohibition, I have a good chance to increase my business, because a lot of my customers have bought their cigars formerly in hotels."

Prohibition Will Double Trade

William Smye, Hamilton, Ont.—"I have handled cigars, selling three for a quarter and four for a quarter the best. These are shown in a silent salesman. I think the most profitable way to handle cigars is to keep a good assortment always in a case and also a humidor for keeping them moist.

"So far as prohibition affecting the trade is concerned, it looks to me as though we will double our trade."

S. Gay, Foxboro', Ont.—"I have handled cigars and have found the 5c and 10c were good lines. These are displayed in a show case, which is located near the scales on the counter. As to my ideas on handling cigars so as to make the most profit, I try and buy in quantities and get a discount."

C. F. Durkee, Port Rowan, Ont.—"Yes, I have handled cigars for a time, and have found that the 5c and 10c cigars sell well. These are displayed in a show case, and as to my idea of handling them profitably, I think this is simply to give a good article for the money. So far as prohibition is concerned, I think there will be more cigars sold by the grocer."

C. M. Davis, Weir, Que.—"I have handled 5c, 10c and 15c cigars. These were shown in a silent salesman, which is in a conspicuous place. I also carry cigarettes, which I buy in 10,000 lots, and am very careful not to sell to boys under 16 years of age. I also carry a full line of tobacco, as we have no regular tobacco store in town. Nearly everybody here is a smoker, and if I did not carry tobacco I would lose other sales, as a man is more likely to call where he can buy tobacco."

Protect From Dust

Woodman & McKee, Coaticook, Que.—"Yes, we handle cigars, finding the best lines 5c and three for a quarter. We have a show case located near the front of the store. We believe the best way to make money on cigars is by attractive display, protecting from dust and keeping cigars moist and having clear price tickets. So far as prohibition is concerned, and its effect on cigar trade for us, we expect our sales in these lines will increase somewhat, despite drug store and restaurant competition. We expect to get our share at least, and we shall try our best to do so."

N. B. LaRoche, Ste. Croix, Que.—"No, I have not handled cigars yet, but I intend to do so, and shall get a silent salesman. I take interest in reading other opinions on handling cigars. So far as prohibition is concerned, I think that being without whiskey, certainly cigars will come next as favorites."

J. A. Cowley, Bristol, Que.—"My idea of selling cigars is to have a silent salesman located in the most prominent place in the store, situated in such a manner that cigars are the first thing a customer sees when coming in, and the last thing to see when going out. Also get passers-by to understand that you sell cigars by using display cards or something else to draw attention to the fact. I find if you always keep your supply fresh and never let them dry up, you will be sure to have the particular cigar and tobacco user call again. By selling tobacco in good condition you will get the other fellow's trade, and the best way to have profit on tobacco is to sell lots of it; but be sure and sell for cash, for the man who cannot pay cash for tobacco should not use it."

A Great Opportunity

G. T. Whelply, Fredericton, N.B.—"I have handled cigars in the past only

in small quantities and found 5c and 10c cigars good lines, with the 10c cigar the best seller. The cigar department is in the centre of the store. As to my idea of handling cigars to make the most profit, make a good display with silent salesman, and have the best quality that will appeal to the most popular demand. As to the effect of prohibition, I think it is a grand opportunity to increase sales in most sections."

G. E. Wilson, Centreville, N.B.—"I handle cigars, finding the 5c, three for a quarter, and 10c each all good lines. These are displayed in a show case, which is on the counter, where all orders for groceries are taken. As to handling cigars profitably, I find that by confining ourselves to a few good lines and buying these in as large a quantity as possible, so as to get discounts, we are able to increase our profits. Of course, I do not think it wise to buy too large quantities, so that the goods will deteriorate, but in the right quantity to clean up quickly. Having these goods displayed prominently also helps sales.

"Re tobacco, fresh supply is always what our customers want, and, although we are near the United States, we sell a large quantity of smoking and chewing tobacco in both plug and ready cut."

Predicts Big Future for Grape Juice

Several Grocers Say That Under Prohibition They Are Going to Push Sales of This Line, as Well as Ginger Ale, Etc.—Sell Summer Beverages by the Case—Selling Methods of a Chatham Dealer—Features Biscuits and Cured Meats.

THAT grape juice is going to be one of the big sellers in Canadian grocery stores in the future is the opinion of R. P. Bradley of Bradley & Son, Chatham, Ont.

"In my opinion," he stated to Canadian Grocer, "grape juice is one of the lines that grocers should introduce to all their customers this summer. It is one of the coming big things for us in view of the development of the prohibition movement. This of course applies to all provinces where temperance legislation is now in effect, or is coming into effect. Even if we do not have prohibition in Ontario until September now is the time to create a demand among all customers for this line, so that when prohibition does come, we will already have big demand for it. Of course, there are a number of other good beverages which will bear featuring such as ginger ale, raspberry vinegar, etc., I believe a leader under prohibition will be grape juice."

Sell By the Case

This same opinion was expressed by W. J. Cherney of Windsor, Ont., as well as a number of the Western Ontario grocers They maintain that with prohibition here grocers are going to have a splendid opportunity for selling all kinds of summer beverages and that they should endeavor to make as many sales of these by the case as possible. A number of them expressed their intention to go after this business as strongly as possible during the summer of 1916 by window and interion displays, as well as by personal conversation.

In speaking of another method for getting after summer business Mr. Bradley referred to the numerous picnics, excursions, etc., which are held out of a great many towns and cities throughout the summer months. This he said was particularly true of St. Catharines, where the Bradley store features strongly such lines as cooked ham, fancy biscuits, filling for sandwiches, olives, salad dressing, cheese, etc., throughout the warm weather. The Bradley store is a great believer in advertising and newspaper space is used to create demand for these and other lines.

"Sausage," "said Mr. Bradley, "is one of the lines we feature strongly in St. Catharines. We usually advertise sausage in our advertisement in Friday's paper and on Saturday sell as much as 500 to 600 lbs."

Large Trade In Cured Meats

In the Chatham store a big feature is made of dried meats. The turnover in these in a year is well onto $14,000 or $15,000, which is certainly an extensive business.

One of the best sellers in the meat department is cooked ham and as many, as two or three dozen are often sold in a week. On the meat counter is a meat slicer which Mr. Bradley says is a very handy thing. There is also a computing scale for rapid service and for the easy computing of the price. The St. Catharines store again sells a great deal of meat to the regiment there, and Mr. Bradley claims it is because they have this slicer for the bacon and ham.

Feature Made of Biscuits

Another feature in this store is the biscuit department. Biscuits run up in the $7,000 or $8,000 turnover class a year, simply because the staff display them prominently and get behind them with their selling power. Frequently the farming trade in Chatham is gone after by showing bulk soda biscuits and sometimes as much as a couple of hundred pounds are sold to the farmers on a Saturday alone.

Just inside the door is an attractive silent salesman for tobaccos and cigars. This gets a considerable amount of trade, even considering the fact that the store closes early. Seeds are also a large seller. Early in the spring there is always a display in the window made of seeds which gets the attention of those customers and passers-by who are using hot beds to germinate the seeds before planting it out.

GOOD SUMMER SELLING LINES

The following are lines featured during the summer season in the stores of Bradley & Son, Chatham, Niagara Falls and St. Catharines, Ont.:

Olives,
Catsup,
Canned Salmon,
Grape Juice and Other Soft Drinks,
Sardines,
Smoked Herring in Tomato Sauce,
Shredded Cod-fish,
Cooked Ham,
Sausage,
Salad Dressing,
Fancy Biscuits.

The windows, silent salesmen and the counters are used effectively, along with newspaper advertising, for pushing sales of these various lines.

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He was out with his best girl, and as they strolled into the West-End restaurant he tried to put on an I-do-this-every-evening kind of look. When they were seated at a table a waiter approached them.

"Will you have a la carte or table d'hote?" he asked.

"Both," said the young man, "and put plenty of gravy on 'em."

New and Effective Display Methods

Benson Bros., of Guelph, Have Modern Ideas—Their New Store Gives Scope for Carrying Them Out—Unit Table An Important Feature—Business 'Way Ahead of Last Year.

Special to Canadian Grocer by staff writer.

EVER since it was established, the store of Benson Bros. in Guelph, Ont., has made and retained a reputation for efficiency in salesmanship with all that the word means. This is amplified in a new store which this firm has built in Guelph. The writer recently had the pleasure of going over this store and was shown its attractions.

First, of all a word or two about the firm itself. This, established in 1906, is a partnership between W. T. Benson and James A. Benson. They bought a store which had been in business for nearly 50 years, and proceeded to build this up, modernizing it and introducing into it new business methods. Readers of Canadian Grocer may remember a description of the business which was in this paper about six years ago—that is the old store. By virtue of the efficiency which has been the watchword since the beginning, this concern has now been able to build a better store and business at present is amply justifying and has amply justified their move in so doing.

On a Side Street

The new store is off the main street in Guelph. Benson Bros. were severely criticized for making this change, going into what might be called a side street. It has had, however, in the words of Mr. Benson, "No effect whatever; in fact we have done better here in the first year than ever we imagined we would do."

The store outside is a modern building of tapestry brick, finished in terra-cotta on marble. An important feature of the outside of the store is the fact of two doors. This admits the use of one as a door where goods may enter and the other of a door where customers may come in and out. It was somewhat of a nuisance in the old store to have only one door and that narrow so that goods and people had to come in and out by one and the same door. However this is remedied in this new store which has, by the by, a very modern and excellent store front in oxidized iron. Another feature of the exterior of the store is that the windows instead of being one big one or two big ones, are three fairly average sized ones. This admits of three unit displays. The store front presents an appearance of first a window, then a door, then a window, then a door, then a window; thus there are three windows and two doors and it enables them to have a series of unit displays. This is useful inasmuch as they handle other goods in addition to original groceries. They have a fine crockery department, located on the top floor.

Going inside the store the first thing that strikes one is the fact that no electric light is necessary or used, except at night time. The ceiling is white colored and has rather an unusual feature for grocery stores: that is an ample skylight. This throws a shaft of light on the extreme end of the store, where the office of the partners is located, and which is the only spot in the store which could by any means by stretch of imagination be called dark. Even so, this, through the skylight is lit up, and always bright and light. The rest of the store needs no electric light whatever during the day, although a series of handsome inverted large fixtures provide a shaded and gentle light at night.

An Innovation in Displays

An innovation which has proven worth while to Benson Bros. is a display system in the store consisting of tables. The front of the store is one long broad aisle from front to back which leaves an excellent wide passage for people to walk down the store. At intervals from the front window right down to the back, there is a unit table. This is a little table about 4 ft. by 3 ft., and altogether there are five or six of them in constant use. Placed at periodic intervals they serve for displays of one particular line, unit displays. One is possibly pyramided with jam, another will be devoted to some fresh and inviting-looking cooked



Interior view of Benson Bros.' store, Guelph, Ont. A store like this is bound to sell groceries. Note the biscuit bins on the right and the display tables in the centre.



The attractive chinaware and crockery department in Benson Bros.' store, Guelph, Ont. Naturally such a display as this sells a lot of china, etc.

meat. A third will have candies. A fourth will have fruit, and so on.

At the back of the store a potato chute means quick transit for potatoes coming in and going down the cellar, where there is a large bin, clean and sanitary. The rear opens out into a large yard where the stabling facilities are yet to be incorporated. Cellars downstairs are modern and commodious.

Coming to the store itself, down one side is a complete set of patented bins. Slicing machines, weighing machines and cash registers all brighten up the counters. Shelves are installed for good display; silent salesmen are also employed at intervals; although, to Benson Bros. the system of tables referred to is probably the best method of unit display. Everything is spotlessly clean and bright from the meat slicer and the different weighing machines and registers to the actual goods displayed.

Running a Crockery Department

Communicating with the upper floor, from the lower floor is a stairway neatly and compactly arranged and leading to the second flat which is the crockery department. It is a sort of tradition with Benson Bros. to handle china and crockery. This has grown so big that whereas in the old store there were about thirty-five feet of open shelving there is now in the new store the whole of a special flat devoted to crockery. This is arranged in a series of tables across the floor and shelving is to be put on the wall—shelving of an artistic and decorative kind—while a small room at the end of room will be a sort of "holy of holies"—somewhat of a little inner room for display of distinctive high class china. This department has not been as yet as fully equipped as the store downstairs because Benson Bros. have only just got settled in their new premises; but the plans which they have in mind will certainly make a mighty effective china and grocery department.

A Good Motto

It should be added that the firm of Benson Bros., has got on to its present position through the rigid following out of a motto: "Do Right." In this is expressed the faith of the two partners in the Golden Rule, that they should do to others as they would others should do to them. This is followed out scrupulously in all dealings with customers.

Everything in the store reflects care. The windows are carefully dressed. One can see that as soon as one looks. The store is kept carefully clean and orderly. Unit displays and such are always neatly and attractively done and the personal dealing of the clerks and the partners themselves reflects this same spirit and anxiety to be exactly fair.

Mr. Benson talked over with Canadian Grocer how business was going. Although they had moved from the main street to a side street, February was $800 ahead of last year, and March over $1,000 ahead, and the outlook, said Mr. Benson, was exceptionally good. They figure that an ordinary continuity of the trend which has exhibited itself recently would mean an excellent summer business. They are luckily placed in Guelph for that. Guelph is a good summer town.

FRAUD ORDER REVOKED

In an issue of Canadian Grocer of some weeks ago there was a statement from the official Canadian Postal Guide in reference to the Independent Grocery Co., of Windsor, Ont., and also the Co-operative Union of Windsor, Ont. In the last issue of the Postal Guide, which has just come to hand, it is stated that the Fraud Order against the Independent Grocery Co. has been revoked. No mention, however, is made of the Co-operative Union.

NOVEL CONTRIVANCE IN WINDOW

Frank Heasman, of New Liskeard, Ont., recently reopened his new store after a disastrous fire that visited the block in which he was a short time ago.

Mr. Heasman has a number of novel ideas which he puts into practice in his store. One is a method of his own in window display.

Instead of the ordinary window with wide seat and constructed flat or at an incline he has a number of small neat tables, each with a flexible top. These tops can be raised to any desired angle, and then filled with whatever goods it is wished to show. The tables are arranged across in front of the window, and when dressed give a neat and attractive display. The body of the table underneath the top has a receptacle about six inches deep, and in this, there is kept ready for handing out a quantity of the articles on display on the table.

If, for instance, there are oranges shown, there will be in the drawer below paper bags, each containing a dozen or half dozen of the same quality orange.

Another contrivance he has is one that was described in the Canadian Grocer some time ago. It is a method of keeping frost off the show window.

Mr. Heasman's construction is, however, a little different from the one referred to. His is the double window halfway up, but instead of the cross-piece for the outside glass to rest against, he has a piece of thick rubber between the two glasses at the top of the outside—or inside, whichever side the half window is placed. This being also made airtight around the sides and bottom, it effectually keeps the window from frosting.

Day's Summary of Business From Clerk's Cash Register Drawers

Clerk	Cash in Drawer	Paid Out	Total Cash Rec'd	Rec'd on Acct.	Cash Refunds	Net Cash Sales	Cash Over	Cash Short	Charge Sales Refund	Net Charge Sales	Total Net Charge + Cash
A											
B											
D											
Totals											

FORM NO. 1—This illustrates how the House of Nairn, Windsor, Ont., keep tab on cash and charge sales and other daily transactions of each clerk. Figures are secured from cash register.

A Finger on the Business Pulse

System of a Large Western Ontario Dealer Who Has All the Facts About Business Done by Clerks Separately and Collectively, Each Day, Week, Month and Year—The Various Forms He Has Adopted—Valuable Information Secured

THE House of Nairn has been for many years prominent in retail circles in Windsor, Ont. Geo. H. Nairn, the proprietor, is a merchant who believes in having a finger on the pulse of his business every day, week and month of the year as well as totals for the twelve months. His idea of business management is that the proprietor of the store must have knowledge of what is taking place in so far as each member of the staff is concerned and in so far as the total business monthly and yearly is concerned. In this way he knows exactly the development of the business; knows absolutely whether one year is better than the preceding; knows where to put his finger on any spot which is not as it should be, and therefore, is in a position to conduct his business with both eyes wide open.

To this end he has adopted a system, which is under the operation of a bright young lady bookkeeper, and which supplies him with the information he wants. This system gives him entire knowledge of everything that is going on.

Groceries and Provisions Separate

In the first place he is a large dealer in provisions as well as groceries, and separates the two departments in so far as sales and bookkeeping are concerned. That is, he knows from day to day as to sales by each clerk in each department, and the total sales for the month and year in each of these departments. He makes the basis of his system the cash register. Each clerk has a separate drawer to operate, so that at the end of the day, total sales for cash and credit of each salesman are known. There is no guesswork. This means at the end of the year he has information as to the business each of his sales staff did during that particular year. It is not necessary to elaborate here, upon the value of such knowledge. Every dealer whether he operates a system of this kind or not would be glad to know the business turned over each year by each one of his clerks. It is very handy when salary increases are being discussed.

The system of the House of Nairn is best exemplified by illustration. To this end Canadian Grocer presents herewith, in illustration, the various forms which the bookkeeper maintains up-to-date each day, month and year as the case may be.

Clerks' Daily Business

Form 1, for instance, is a summary of the business done by each clerk each day. The first column represents the drawers in the cash register assigned to the various clerks. The other columns are defined at the top. In the first place the amount in cash register drawer is set down. The "amount paid out" for small items, such as butter and eggs, etc., goes into the third column. Adding these two together, the "total cash received" during the day is presented. The cash register shows the amount received on account as well as cash refunded so that the net cash sales are easily determined. The next column is for cash either "over" or "short" during the day. Then comes the column for "charge sales returned," then "net charge sales" while the last column shows the "total net charge and cash sales" for each clerk during the day with a total at the bottom for the entire day's business.

Form No. 2 is a cash record of each day's business as well as record for the cash business up-to-date from the beginning of the month. The heads of each column explain exactly the figures it contains. Let us suppose that this statement is for the month of February. On

Daily Statement of Cash Business

Day	Date	Cash in Drawer Am't.	Paid out including Cash Refunds Am't.	Total Cash Rec'd. Am't.	Rec'd on Acc't Am't.	Cash Sales Groceries Am't.	Cash Sales Meats Am't	Net Cash Sales Am't
To-day	1							
To-day	2							
To Date								
To-Day	3							
To Date								

FORM NO. 2—Cash transactions for each day and up to date from beginning of each month are kept track of by using above forms

Charge Record
Daily Statement of Charge Business

Day	Date	Groceries	Meats	Total Credit Sales	Total Net Sales Cash & Credit	Cash Over	Cash Short
To-day	1						
To-day	2						
To Date							

FORM NO. 3—This is the record of sales each day and up to date, made on credit in grocery and meat departments with totals. Ruled for one month's transactions.

Daily Statement of Clerk's net Cash Sales

Day	Date	A	B	D	F	Total Clerk's Sales Net Cash & Charge
To-Day	1					
To-Day	2					
To-Date						

FORM NO. 4—The net cash sales of each clerk are placed in this form. Totals are secured each day and up to date. Ruled for one month.

February 1 the total cash in cash register drawers is set down in the proper column; in the next column the total amount paid out including cash refund is given. The column following provides information on the total cash received by adding the two previous columns together. Of course, this information is secured from the totals after adding up the columns in Form No. 1. The next two columns show how cash sales of groceries and cash sales of meats are kept separate. There is a separate cash register for the provision department, so that it is an easy matter to get this information and particularly as there is a special salesman in charge of this. At the end of the month the total cash transactions are to be found at the bottom of these columns.

Form No. 3 is the charge record of each day's business. This is conducted on similar lines to the cash record of Form No. 2. It will be seen here again that groceries and meats are kept separate entirely.

Form No. 4 shows each day's transactions in cash by each clerk—that is net cash sales. This is especially good information for the proprietor to have as it helps him keep track of the cash transactions.

Monthly Balance

	Dr.	Cr.
Accts. Rec.	✓	—
" Payable	—	—
Disc. and Int.	—	—
Rent	—	✓
Cash	—	—
Bank	—	—
Mdse	—	—
Expense	—	✓
Salaries	—	✓
Horse & Waggon	—	✓
Auto Equipment	—	✓
Private	—	✓
Cash on Hand		—
" Deposit		—

At end of each month a balance such as above is struck off, supplying a good deal of useful information.

Cash Sales By Month

Referring back to Form No. 2, it will be seen that this reports transactions each day, the total for each month being recorded at the bottom of the column. Form No. 5 takes off these totals and records them by month. This shows in the last column the net cash sales of each month as well as the net cash sales up-to-date. The totals at the bottom, of course, would record the net cash sales for the entire 12 months. Every dealer can imagine the value of comparing his net cash sales each month of any year with the preceding one.

Form No. 6 is one of the most valuable operated for Mr. Nairn's information. This shows comparison between each month of each year with the corresponding month of the previous year. It will be seen that this information is known for both the grocery and provision departments. There are the 1916 credit and cash sales with the totals and the 1915 credit and cash sales with their total. From these two can easily be seen the total increase or decrease in groceries and same applies to the provision department, the gross totals being very readily compared with the gross totals of the corresponding month of the previous year. If any one month should

Summary of Business for Year 1916
Cash Record

Month	Cash in Drawer	Paid out Inc. Cash R'f'd's	Total Cash Rec'd	Rec'd on Acct	Refund on Cash Sales	Net Cash Sales
Jan.						
Feb.						
Mar.						

FORM NO. 5—Year's business is summarized by using this form. Totals for various months are brought forward from other forms.

February. Comparison Statement

Grocery Dept.				
1916 Credit Sales	3445	00		
1916 Cash "	2000	50		
Total			5445	50
1915 Credit Sales	3169	25		
1915 Cash "	2040	75		
Total			5210	00
1916 Increase in Groceries				$235 50
Meat Dept.				
1916 Credit Sales				
etc. etc.				
1916 Increase in Meats				140 00
Total Increase for Feb. 1916				$375 50

FORM NO. 6—This shows increase or decrease in business each month in each department and totals for both.

Monthy Summary — February — 1916

Date 1916	Explanation	Folio	% Recd. Cr.	Rent Dr.	% Pay Dr.	Disc. Cr.	Int. Dr.	Cash Dr.	Cash Cr.	Bank Dr.	Bank Cr.	Mdse Dr. Cr.	General Expense Dr.	Horse & Waggon Dr.	Salary Dr.	Auto Equip'ts Dr.	Personal Dr.
Feb 29	Bl. forward from Bank Col's			$75.00	976.15	5.00		20.19									
	Bl. Forward from General Col's																
	Cash on Hand .. .. Deposit																
	Int. on Over Draft																

FORM NO. 7—Each month a summary as shown by above is arranged. This includes expense particulars.

be behind the corresponding month of the previous year in either departments, Mr. Nairn knows how to set about to find the reason.

Form No. 7 is a monthly summary of each month's transactions. The various columns include accounts receivable, rent, accounts payable, discount, interest, cash, bank, merchandise, general expense, horse and wagon expense, salary expense, auto equipment expense, and the proprietor's personal expenses. It will be seen, too, that this is a very valuable part of the system. The various transactions are explained in a special column headed "Explanation."

Form No. 8 is the monthly balance. This explains itself.

The Purchase Book, Customer's Ledger and General Ledger are also shown here. These also explain themselves.

It will, therefore, be seen that Mr. Nairn has evolved a splendid system for keeping close tab on the development of his business. His bookkeeper, Miss A. B. Lupien, follows carefully each day's transactions of each clerk and provides him with the necessary information that helps him conduct his business intelligently.

Purchase Journal — February

Date		F.	Disc Cr.	Accts Pay Cr.	Meat Dr.	Grocery Dr.	Expense Dr.
Feb.	1 A. M. Brown Co	42	6 00	64 00	24 00	30 00	16 00

Customer's Ledger

Date	Explanations	F.	Dr.	Cr.	Balance
	Bills Payable book used as memo				

Dr. General Ledger Cr.

The rulings of the Purchase Journal, Customers' Ledger and General Ledger are shown by this drawing.

THE LEMON IN A NEW ROLE

The Italian people have less corns than any other. The reason for this fact is simply because they resort to the most certain corn cure known in the world. When an Italian finds his corn is appearing he goes to the lemon for relief. A piece of the juicy lemon skin is tied on the toe completely covering the affected part, and allowed to remain there all night, when it is removed. The new corn will simply disappear, and the old offender will stop hurting, and in most instances dry up and disappear. In a few cases where the corn has been a bad one of long standing, it will require more than one application. The acid in the lemon reduces the inflammation and the tissues soon become normal.

The remedy is safe, cheap and effectual, and should be tried by every one who knows what it is to suffer with a corn.

PRIVATE PHONE FOR CUSTOMERS

In the store of W. J. Cherney, Windsor, Ont., there is a separate telephone for the use of customers. No customer is permitted to talk over the regular business phone. Not even does Mr. Cherney himself use this business phone for private conversation, as he maintains while he is discussing something of a personal nature over the business telephone he may be stopping business coming into the store. He, therefore, installed a public telephone near the rear for the use of customers, and he claims this service has been very much appreciated by them—and has eliminated a "leak" that often results in loss of business.

Many women store their furs during the summer months in cut tobacco. A show card reading: "Use Tobacco for Storing Your Furs," should get some business.

Daily Battle Around Bad Accounts

Average Merchant Realizes It is a Pivotal Point in His Business — Deadbeats Flock to His Standard When He First Makes a Bid for Trade—Percentages of Bad Accounts Vary From Nil to Point Where Merchant is Afraid to Own Up to Number

Written from Interviews on Bad Debts with a number of merchants.

WHAT is your percentage of bad accounts?

This is a pertinent question which every merchant must sooner or later face with a full knowledge of the issues at stake. With many it is the pivotal point between success and failure. Invariably the grocer who is able to get his accounts in is the type of man who succeeds. With the merchant who has been unable to keep his credit accounts down to the minimum and is unable to get his money in when he wants it, that man is headed toward a certain definite goal. His next concern is usually to let his own creditors divide among themselves what has been left by the customers who will not pay.



Above card shows system of McFarlane & Co., Edmonton, Alta., for watching new credit applicants.

There are many varying degrees in the credit system as it works out with the average grocer. There is continual war in his small horizon between the slow pays and dead-beats, who want to get goods without the cash and the grocer who is not so anxious to let his precious goods out of his possession to such a class before he sees the glitter of the customer's coin. There is a seething maelstrom, as it were, which goes on behind the scenes and within the seclusion of the grocer's store. Some merchants have become heartily sick of the continual wear and tear on their nerves which poor credit entails. And they have discarded the credit system altogether. There are others who have steeled themselves to the recognition that credit in certain cases is essential to the building up of their business. They have made up their minds that they will accept the system. But they also make up their minds that they will not accept as debtors any and all who may come along. There is a process of selection which their customers must go through. They are allowed to run the gauntlet for a certain short period. Then comes the tug when the merchant wants them to come across.

The Beginner Often a Mark

It is a hard, severe process, this slowly forming of the "firmer mind," which enables the careful merchant to keep his bad accounts down to the minimum. If it were not for this feature of the business experience of many men they would think that life was not half bad. One of the severest lessons meted out to the average merchant is at the time when he starts in business for the first time. It is then that the credit system is taken advantage of by the professional deadbeat. Its floodgates belch forth a blast that would sweep him into oblivion again. All the dead-beats of the countryside flock to his standard. They will buy and buy and buy again, and it seems that he is making a big success for a newcomer. This buoyancy of spirit he frequently finds to be transitory. A day of awakening and reckoning comes when he wants to cash in on all these goods which have been going out of his store. Then he begins to find that all is not gold that has the appearance. At least he is unable to corral it.

The Still Small Voice

For the first year he congratulates himself that he has been doing a good business. But always there is that still small voice which whispers a doubt in his ear. He wonders if all those fellows will pay up at the time they said they would. In time he comes to make up his mind to write off some of those accounts and forget about them. That is forget about his loss, but remember the name of the person who caused it. This has been the harrowing experience of many a merchant. Some live through it, while others find the strain too great and go down and out. They may start again after they have gathered themselves together, but they are always the wiser, and they are never quite so trusting and confiding in the good faith of new customers.

With those who have weathered the crisis it is always interesting to know what percentage of loss they still sustain even at the price of eternal vigilance. There are few inded who are able to escape altogether. Some have irrevocably made up their mind to adhere to the cash system, even at the risk of decreased business. With these the credit system is no longer a bugaboo. There are some who accept the credit system in a modified form, and it is with these that the minimum losses occur. These losses are in varying degrees, according to the tightness with which the merchant holds the credit reins, and according to the judicious selection of credit subjects which he makes.

Range in Bad Accounts

For the purposes of the immediate present survey the new merchant has already been considered. He is in a class by himself. He must be left to work out his own salvation among the wolves and the ghouls. There is much more that could be said on his behalf that had he exercised some of the caution which he later learns to employ he would be better off and make his business career better assured.

One merchant recently interviewed on this subject stated that his loss was from one and a half to two per cent. of bad accounts each year. This merchant's total business amounted last year to approximately $40,000. Two per cent. of this amount would be $800. One and a half per cent. would be $600 loss. This becomes a heavy drain even where the percentage of such losses is small.

Another merchant in the same town asserted that he had been in business seven years, and in that time had lost altogether only $200 in bad accounts. His process of eliminating the "poor-pays" had proved effectual. He never allowed his accounts to run more than two weeks. It was a town in which a number of factories were located, and when pay-day came around he was on the spot to make inquiries about the money that was owing to him. He never allowed them to get a long distance perspective of their account. If they did

not come across with the money at the time agreed on he did not hesitate to put the case into the court. This man has been able to do a good business, as he turns his stock of approximately $4,000 no less than twelve times in a year. During one year he had a total number of fourteen turnovers.

A general merchant in a prosperous town carried a stock of $35,000 in dry goods, men's furnishings and groceries, and had succeeded in keeping down bad accounts through a process of selection. The grocery department was the smallest end of the business, as the stock carried was not as heavy as the dry goods and men's furnishings. They were unable to say what their exact loss would be from year to year, as many of the accounts which ostensibly were a loss were still carried with the hope that they could be collected at some time.

In the same town was another firm which had succeeded in practically eliminating the credit account and losses which accrue therefrom. "We buy for cash and sell for cash. We do very little credit, and consequently our losses in this respect are small," stated one of the proprietors.

On the other side of the street there was a merchant who carried a large stock of dry goods and millinery, men's wear and groceries, and who found it a difficult problem to get his accounts in. His grocery department, he said, was carried on more as an accommodation to his customers than as a paying business proposition. It was the custom in that town for the stores to make an attempt at the department store idea. In consequence, each of the larger stores carried a small stock of groceries. This man in question stated that he had a stock of $20,000, and that he turned it twice each year. He was satisfied with a ten per cent. net profit after his overhead expenses of 15 per cent. were met. He was unable to state the percentage of bad accounts. What he did know was that it was a difficult matter to get his credit accounts in.

Experience of a New Merchant

Another merchant in the same town had only been in business for a year, having bought out an established trade. Apparently he bought the good-will of his predecessor to all that flock of deadbeats who hover around the new merchant starting in business. But he had learned his lesson. His percentage of bad accounts during that first year ran into such a figure that he did not even care to recall them. They almost gave him nervous prostration when he came to such close grips with them. But his bad credit accounts were being kept down to the minimum at the present time. He was in a somewhat similar state of mind to one of his competitors, who had no idea as to what his losses through bad accounts were during the course of a year. He was drifting along. He did not like to meet the issue that they were bad accounts. He was still winking and hoping that they would be all right some day.

Name .....
Address .....
Occupation .....
Where employed .....
Address .....
My income is $ ..... per .....
I agree to pay in full .....
Age .....Married.....Single.....
Number in Family .....
Number working .....
Formerly dealt with .....
Address .....
Credit rating .....
Remarks .....
.....
.....
.....
.....
.....
.....
.....

Credit Limit $.....

This is a system used sometimes by A. Williamson, a Vancouver, B.C., grocer.

The case of this latter concern was in contrast to another who had just entered their third year in business. During the first year their experience had been the usual one. A covey of dead-beats, an awakening, and a process of elimination during the second year. In that time they had succeeded in keeping their bad accounts down to one per cent. of their gross business.

These interviews with grocers and general merchants in different parts of the country on the subject of bad accounts brought out some interesting facts. There is a continual war being waged by the man who wants to get credit on the one side and the merchant who wants to keep him from getting it. Most merchants realize the importance of the problem. Some, however, take the situation by the horns when it is almost too late to keep their ship afloat. The nearer the merchant can come to the nil quantity in bad accounts he is usually successful in making money in a like degree.

WOULD NOT BE WITHOUT IT

The Canadian Grocer,

Dear Sirs:—We regret the oversight in not remitting this amount. Would not be without the CANADIAN GROCER.

JAMES MORROW & SON,
St. George St.,
Annapolis Royal, Nova Scotia.

GOES AFTER STANDARD MEDICINE TRADE

THE ACCOMPANYING illustration shows in reduced form a recent newspaper advertisement of A. A. Collins, Cornwall, Ont. A large number of grocers and general merchants handle these standard medicines and sell large quantities during the year.



FAIR AND SQUARE

Our country is in trouble with the Kaiser, but why should you be in trouble with the grocer or druggist when you can get things cheaper than before the war?

1 lb. Pure Black Pepper	25c
1 lb. Special Cream of Tartar	30c
1 tin Imported Apricot Jam	75c
1 bot. Coderre Syrup	18c
1 bot. Gauvin Aniseed yrup.	18c
1 bot. Mathew's Tar Syrup	26c
1 bot. Mother Seigel Syrup	45c
1 bot. California Fig Syrup	47c
1 bot. Lambert's Cough Syrup.	26c
1 bot. Fellows' Hypophosphites Syrup	$1.04
1 bot. Fletcher's Castoria	26c
1 box Dr. Williams' Pink Pills	42c
1 box Carter's Little Liver Pills	18c
1 box Dr. Chase's Kidney Pills	24c
1 box Dr. Chase's Nerve Food	42c
1 box Zam Buk	42c
1 bot. Minard's Liniment.	21c
1 bot. Pain Killer	21c
1 bot. Thomas' Electric Oil	21c
1 bot. Scott's Emulsion	95c
1 bot. Sal Hepatica, 30 large	55c

No extra charge for war stamps.

A. A. COLLINS
Marlborough Cash Grocer
Cor. Marlborough and Water Streets - - Telephone 355

This illustrates importance attached to standard medicines by a Cornwall, Ont., grocer.

BRIMFUL OF IDEAS

Canadian Grocer,

Dear Sirs:—

Find enclosed money order for $1.34 in settlement of account. Having retired from business, I have decided to discontinue to be a subscriber. You will therefore please remove my name from your list. At the same time your CANADIAN GROCER *is so brimful of ideas that I would not consider any store in this country properly equipped without it.*

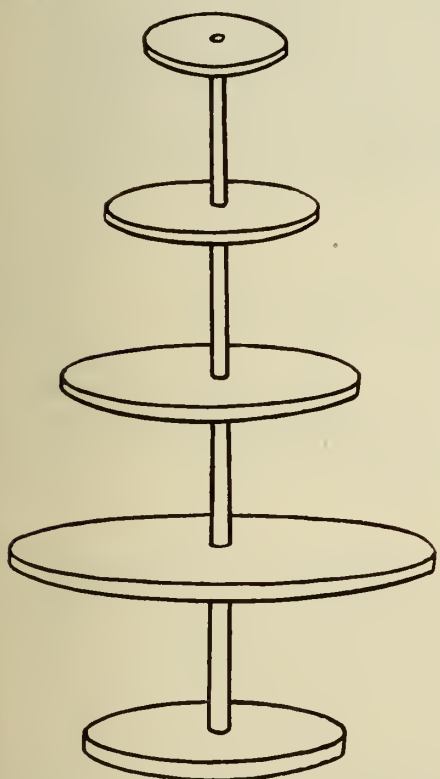
Yours with best wishes,
ANGUS LAMONT,
Sydney, N.S.

How Other Grocers Do Things



Good Counter Display Fixture

IN THE GROCERY department of the Hudson Bay Co.'s store in Calgary, Alta., some very effective counter displays are invariably shown. These displays are presented on counter fixtures of pyramid shape, both with circular and square shelves. The accompanying illustration shows the ideas of this sort of display. Bottles or jars of goods are



Hudson Bay Co., Calgary, Alta., use a counter fixture somewhat of this character for displaying bottle goods.

placed around the shelving, and these taper from a wide shelf at the bottom to a narrow one at the top, and produce a very effective and sales producing display. The accompanying cut illustrates the idea.

* * *

Big Basket Trade in Summer

HOOD & BENALLICK, of Guelph, Ont., do quite a business during the summer months in baskets. They are not unmindful of the fact that the Ontario Agriculture College is located in Guelph, and that the students go in for picnics, and also require luncheon baskets for trips out West. They, therefore, feature these baskets along one side of the store, on a top shelf, within everybody's purview. The firm tells Canadian Grocer that they do quite a business in these baskets simply by featuring them and connecting them up with the desire of people to enjoy the summer months by outings, and also connecting them up with various trips taken by the O. A. C. students.

* * *

Pickles for Summer Picnics

THERE is a separate pickle display in the store of W. J. Cherney, Windsor, Ont. Both jars and bottles of various kinds of pickles are always arranged on a round table in the centre of the main grocery aisle, where they can be readily seen. Mr. Cherney is this year making a feature during the summer months of pickles in small 10c jars for picnic purposes. He expects that this will prove to be a splendid seller.

* * *

Associates Pancake Flour and Maple Syrups

RECENTLY in the store of Bradley & Son, Chatham, Ont., there was noticed a very attractive display of pancake flour and maple syrup. Because of the fact that these are two associated lines, customers were appealed to more than if one line had been shown separately. Pancakes and maple syrup is a favorite dish in the majority of homes, and naturally when a display of pancake flour and maple syrup is noticed in a window an appetite is created for this particular dish. These are two lines that are good sellers the year round. All that is required is an occasional display of them in the window and on the counter, where customers can see them.

* * *

Account Register a Big Help

R. H. HARLEY, a London, Ont., grocer, looks after his credit customers by using a credit register. This keeps his accounts always up-to-date, so that customers know exactly just how much they owe from day to day. He also says it helps him to get some of them to pay more promptly, and cites one particular instance where an account of $100 was paid up shortly after he installed this credit register simply because the customer was getting the account up-to-date.

* * *

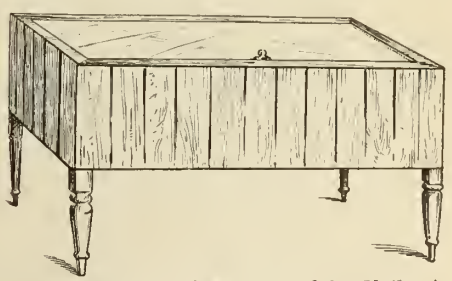
Keep Flies From the Window

THE STORE of Jas. McLeod, Dundas Street, London, Ont., faces a beautiful park, and, therefore, Mr. McLeod has designated it the Park View Grocery. The windows are completely enclosed, so that during the summer months there is no danger of flies getting in and spoiling the goods on display. There are two display windows—one for fruit and vegetables and the other for general groceries. One interesting thing about the layout of this store is that it has a porch inside the entrance, in which Mr. McLeod displays such goods as charcoal in small paper bags, which, of course, is always seen by customers going in and out. On another page of this issue will be seen complete plan of this store, with the location of the various counters and equipments.

* * *

Fish Display in Entrance

IN THE entrance of the store of John McCorvie, Chatham, Ont., is installed a display stand for fish. This has a glass top through which the fish attractively displayed is seen by every customer who enters. The illustration herewith gives an idea of its appearance. This display stand, states Mr. McCorvie, is responsible for a great deal of business.



Fish cabinet with glass top, used by McCorvie & Son, Chatham, Ont., to develop fish sales.

Grape Juice for Horse Show Trim

LINKING UP the display in the window with a topical event in the town is the resort of A. G. Bain & Co., Hamilton. On the occasion of the last horse show there, they had a grape juice window, which was trimmed with black and orange, the colors of the horse show. One or two cards indicating the horse show were used. Festoons were stretched round the window from base to ceiling of the same in alternate bands of black and orange, and the window was bordered in the same colors.

* * *

Orange Campaign Each Week

A. J. GROOM, of Guelph, has found a very effective week-end bargain idea—an orange campaign, which he puts on every Saturday. He dresses his windows attractively on the Friday night, leaving the lights on so that people will see the sort of fruit they will be able to buy to-morrow. He has good display cards announcing the fact and price. So good is the impression which has been made through constantly holding this orange campaign on Saturday that people in the town in dozens call up and ask particulars about to-morrow's orange sale.

* * *

Checking the Driver

ROBINSON-MACBEAN, Moose Jaw, Sask., have an interesting system for facilitating the work of drivers, which they claim is original. A printed form is used, with a column for streets on the driver's route, other columns being used for the numbers of houses and the number of parcels to be left. This makes work easy for the driver; but it has another feature: a duplicate is left in the store, and should a customer call up to find out when her parcel will arrive, it is possible to give her an approximate idea when to expect it, as each form carries the hour at which the driver left. It also serves as a check. It is made out by the man who puts up the orders, and is checked by another party. It is signed by the driver, who is, therefore, responsible for the parcels which are lost

* * *

Picnic Goods That Sell

WHEREVER PICNICS, outings, etc., are held frequently in towns and cities during summer months, the grocer has a splendid opportunity for getting considerable special business. Geo. A. Nairn, of Windsor, Ont., points out that as Windsor is an important picnic centre, he makes a feature in summer of all kinds of picnic and outing goods. These include salad dressing, materials for salads, such as lettuce, celery, pineapple, pimentos, cherries, etc. Displays are made from time to time so that the interest and attention of the customer is attracted to these goods. Other lines that sell well for picnics are canned salmon, sardines, tuna fish, Mayonnaise dressing, cooked meats, and olives.

* * *

Over 2,000 Tins Canned Goods

ON ENTERING the store of John McCorvie & Son, of Chatham, Ont., one is impressed with the enormous display of canned goods along each wall. These canned goods are shown in pyramid arrangements, something like a mountain range on both sides of the store. A fairly good estimate of the number of tins on display at present time might be placed at between 2,000 and 3,000. The idea is to create a strong impression upon all customers and passers-by, for the passer-by can very easily see this display of canned goods from the street, and it reminds them that the McCorvie store can supply their every want in this particular line.

* * *

Sticker for Delivery Parcels

EACH PARCEL that leaves the store of Bradley & Son, Chatham, Ont., has the accompanying sticker pasted on it. It will be seen that this gives the name and address of the customer and a line marked "Extra," which is for C.O.D.'s, or other information. In Chatham a number of the grocers as well as other merchants are in a co-operative delivery system and these stickers are used by the merchants so that the driver can immediately see the name and address of the customer, and the customer knows from whom the parcel has come. The hours for delivery are also mentioned which is information the customer frequently desires. This little sticker often is a preventive of mistakes. All articles leaving the Bradley store are double checked as a further precaution against errors.

BRADLEY & SON
GROCERS

Wagons leave 9.15, 11 a.m.; ',30, 5 p.m.

Name.....

Address.....

Extra.....

Please give back egg crates and jugs

* * *

Keeping Cheese Dustproof

A. J. GROOM, of Guelph, Ont., has a good method for displaying his cheese. This he has in a large glass case in the middle of the floor. The case is mounted on a pedestal, and, being transparent, shows the quality of the cheese, while the cheese is kept perfectly clean and free from dust. The idea, of course, is to draw attention to it and the clean and sanitary way in which it is kept, and his object is fully attained by the method employed.

DELIVERY SHEET - GROCERY DEPARTMENT 1916

STREET	NO	PARCS.	NO	PARCS.	NO	PARCS.	NO	PARCS
Oxford	35	3	80	1				

Signature of driver Time (the hours)

Form used by Robinson-MacBean of Moose Jaw for preventing errors in delivery.

MORE THAN SATISFIED

The Canadian Grocer,

Dear Sirs:—I am more than satisfied with the CANADIAN GROCER. *Cheque is enclosed. Hoping this will make all wrong right. I am a friend to* CANADIAN GROCER.

F. NELSON,

Wooler, Ont. *Box 38*



Counters in centre, show wall-cases, meat, fish and confectionery departments are features of this store, that of Moody & Clark, Limited, St. Thomas, Ont.

Horseshoe Counter in This Store

Counters in the Centre Rather Than Up and Down the Sides — Displays so Arranged That Practically Everything Can Be Seen by Customer — Departments Include Confectionery, Cooked, Cured and Fresh Meats, Fish, Fruits and Vegetables as Well as Groceries.

Written by a Travelling Staff Representative

WHEN one goes into a grocery store he expects to see a counter down one or both sides with an occasional silent salesman, and a provision counter either between two counters or somewhere in the rear.

This is not the case in the store of Moody & Clark, Ltd., St. Thomas, Ont., merchants, who last October moved into a newly fitted up store with an original and somewhat unique interior.

"We have not, as you see" stated J. Clark, managing director of the firm followed the usual procedure in regard to counter arrangement". (The accompanying illustration demonstrates the truth of Mr. Clark's statement.) "Instead of placing the counters alongside the walls we have arranged them in the centre in the form of a long horseshoe giving us a lengthy counter space and plenty of room between for the clerks to attend to customers. This curved counter brings the customer in close touch with the goods and the sales' staff and permits us to make a big turnover with a comparatively small staff. You will note further that there is no waste motion on the part of the staff. They are all close to their work and it is surprising the amount of goods they can sell when the goods are displayed behind glass and on the counter where customers cannot fail to see them."

Wall Cases For Display

"To get away from the bare wall effect, you will notice long cases with glass doors down either sides. These cases are not so much used to actually sell goods from, but to show in a most inviting way attractively arranged food stuffs which get the customers eye if it is diverted at any time from the goods under glass at the counter or on top of the counter. Then on top of these wall cases we display cereals of various kinds in pyramid form."

In addition to groceries the Moody & Clark store features all kinds of provisions, fresh meats, confectionery, fruits and vegetables and fish. The total turnover of the store reaches well onto the six figure mark and yet the store itself is not a large one. Concentration of goods and sales power are the big secrets of the turnover.

The photograph herewith does not show the office or the biscuit display. The latter is just inside the door to the left behind the display window and is built right into the wall so that a whole wall of samples of fancy biscuits is presented to the customer as she comes in the door. To the right of the door is the office. Cash carrier systems carry the money from the various departments to the office where the bookkeeper looks

after the cash. A cash register is installed in the office.

As already stated a feature is made of confectionery. The bow of the horse-shoe shows confectionery attractively displayed in boxes at the bottom of the glass front counters, which, by the way, are on marble basis, while bulk chocolates on fancy plates are shown in the silent salesman above. Glass sliding doors inside allow free access on the part of the clerks to the compartments where the confectionery is shown. Further down is the grocery department, the goods are displayed so that samples of everything can be readily seen.

Coffee Grinder and Meat Slicer Used

There is an electrically driven coffee grinder in this department which gets the store a great deal of business. The fresh meat department is in the left hand corner to the rear and a large trade is done in this. Cooked meats are displayed towards the end of the grocery counter and right in the middle at the end of the horse-shoe may be seen an attractive meat slicer which as Mr. Clark points out, gets them a great deal of business. In fact, the store could not get along without it, he says. This slices cooked ham, bacon, etc., any thinness and uniformly, and as every slice is whole, better displays can easily be made.

In connection with the work done by this slicer, there is a display system on which the bacon is shown on parchment paper. Each slice is placed side by side and on the paper there being a sufficient number on each to make 1 pound. A clerk can hold up the entire pound in front of the customer and show exactly what she is getting for her money. In some stores when slices of bacon are shown on parchment paper, they overlap one another. In this they are placed side by side and all rolled up together in the parchment paper first, and then in heavier paper for delivery. This accounts for a very heavy sale of bacon in the Moody & Clark store.

The fruit and vegetable department is also an important one and because of display facilities the turnover is quite extensive.

Refrigerator Counter for Fish

In the right hand corner to the rear is the fish department. Fresh fish are kept under glass and in proper refrigeration at all times. A special man is placed in charge of this department who makes it his busines to arrange the fish in an as attractive manner as possible. The appearance of the large white fish, pike, etc., under glass in attractive surroundings actually creates demand. The turnover in fish alone runs about $1,000 a month.

The refrigerations system is a complete one. Every counter under which is shown perishable foods is refrigerated by the company's own plant in the basement. Such articles as butter, vegetables, fish, meats, etc., are all refrigerated in separate departments. This naturally prevents deterioration and reduces loss from this cause to a minimum. In the basement is the machinery on concrete floor and special large refrigerators for various lines such as eggs and fresh meats. Moody & Clark have also installed a meat chopper operated by electricity and they do quite an extensive trade in Hamburg steak, etc.

A glance at the walls, in the illustration, shows them to be of white tile. In fact, the entire store has been arranged with cleanliness in view which makes it additionally attractive for customers.

Glass Canopy Entrance

A word should be said too, of the entrances to the store. Over the entrance is a variegated glass canopy in the shape of an awning. This gives the exterior a distinctive character and invites custom. This window is always in keeping with the interior, being nicely trimmed with appetizing foods every day of the week.

Moody & Clark was established about 12 years ago in St. Thomas, W. J. Moody being the president and Mr. Clark the managing director. Their store presents a splendid example of what time-saving fixtures will do in facilitating adequate service to customers. In these days of wholesale enlistment good equipment is almost necessary in every store.

Selling Foods for Trench Consumption

Small Table With Samples Inside Door of the Main Wallbridge & Clark Grocery, Belleville, Brings Many a New Order—Store Where Service is Featured—Jars on Counter With Sample Foods Save Steps—How Professional Dead-Beat Pursues His Occupation.

Written for Spring Sales Number, Canadian Grocer

"SERVICE is the thing that holds trade."

This is the big contention of the Wallbridge & Clark grocery store of Belleville, Ont. It was expressed to the writer by Arthur Wallbridge, son of the founder of the business, and who holds extremely strong views on the necessity of giving the customer proper service if her patronage is to be retained, and if she is to be a satisfied customer every time she leaves the store or calls up by telephone.

"Service holds trade," repeated Mr. Wallbridge.

"I would rather have a customer who has been to other stores first than a new customer who has never gone to any before. A customer of that kind appreciates the service we are in a position to give her, and it is practically a certainty that we retain her trade permanently."

Service Includes Many Points

Service in the Wallbridge & Clark store covers a great many points. It includes not only satisfactory delivery, but careful attention by the clerks of the store, prompt service, courtesy on part of the sales staff, knowledge of the various grocery lines sold, and clean, good quality goods. The selling ability of the staff is augmented by attractive window and interior displays, goods shown in silent salesmen and on tables, personal talks about a few special lines shown on the counter and advertising. For instance, there is a confectionery show case inside the door displaying many attractive lines of box candy; fruit displays opposite the counter, with fruits in season; a cigar and tobacco silent salesman, and neatly arranged inside the store a table with suggestions for goods that are appreciated in the trenches.

"This little table," stated Mr. Wallbridge, sen., "certainly sells considerable goods. A customer comes in, picks up a tin of condensed milk, condensed coffee, a bottle or package of meat extract, etc., and it only needs a suggestion here and there to complete the sale. We pack the goods, of course, charging the customer for this service, and arrange everything all ready for sending abroad."

There should be good business in this connection in every town and city in the country from which soldiers have gone to the front. A "suggestion" table of

various lines suitable for overseas consumption in the "dining-rooms" of the trenches should get good results.

In addition to lines above mentioned, Wallbridge & Clark show puddings, boxes of gum, fruit cake, confectionery, etc.

Counter Jars With Food Samples

Another little selling device which saves the sales' staff considerable time is a row of glass bottles on the counter containing samples of various porridge foods, such as oatmeal and rolled oats, different kinds of beans, and various sized prunes, etc.

"This," stated Mr. Wallbridge, "saves considerable time going to the warehouse and back of the counter to get samples of these goods. The customer orders from sample in the glass jar, and we prepare the goods for delivery from the warehouse; also the displays of fancy goods on the counter, on the shelving, and in the silent salesmen do a great deal in attracting customers' attention and getting questions from them."

Sell Considerable Cigars By Box

Cigars and tobaccos are a feature in the store. As above stated, there is a silent salesman to the left of the entrance, and near the door, which always means good sales in cigars, and especially in good box cigars. The cigar end of the business was established many years ago, and as the store has a reputation for quality, there are still many people who purchase their boxes of cigars from them. The business of Wallbridge & Clark itself was begun back in 1871—just 45 years ago. This is one of the oldest-established grocery houses in the country, and one that has kept pace with the advancing times.

From a business management standpoint, credits are closely watched in this store. No accounts are opened unless the firm has absolute knowledge of the reliability of the applicant. Years ago things were different. To-day, too, a great deal higher percentage of the business is done for cash than in the days gone by.

Arthur Wallbridge cites some interesting information on how the delinquent debtor gets in his work.

"My observation is that the professional dead-beat goes after the new store, pays cash for a week or two, and then makes an excuse that he is short of money. But he pays up promptly at the time promised. The same thing happens the second and third time, and possibly a fourth; then he begins to run up the bill which he never intends to pay. More excuses are offered, probably that there has been sickness in the house and the doctor has to be paid off, etc., and presently the bill has reached $50 or $60 in proportions. First thing you know you never get your money."

Capitalizing the Clean Store

Guelph Grocer Believes in Keeping a Bright Store All Hours—Night-time is When People Pass And See It—Somebody's Job to See Store is Bright as a New Pin Every Night

NOT all the salesmanship is in the goods or yet in the man who sells them. This is the view of A. J. Groom, grocer, of Guelph, Ont., who figures that there is something to be said for the surroundings of the store and whether they are attractive or not.

"I have found," said Mr. Groom, to Canadian Grocer, "that it pays me to have a clean store, and that it is one of the greatest assets I have. I have found, too, that it does not only pay to have your store attractive, clean and bright during the day but also an impression is made for good or bad upon the customer during the hours when there is nobody in the store. When I first went into business I set myself rigidly to follow out the idea of having an attractive store as well in the evening as in the daytime, whether there were many or few to look at it. I have worked this out, keeping this ideal steadily before me and have proved its worth.

"A great many people think that the only time when a store needs to be attractive is during business hours. This class of people will have a mighty nice-looking store during the day time, and will do their utmost to keep things bright and clean and orderly and appealing then, but when the end of the day comes the first thing they think about, from the chief down to the messenger boy, is to grab their hats and coats, and lock the door. They don't bother whether the store looks clean or dirty, tidy or untidy, orderly or mussed up. To my mind it is a great mistake to adopt that cavalier attitude to the store out of business hours. It is just as important to create an impression upon people who are walking past in the evening as it is to create an impression upon a customer you have already got in your store in the day time.

Adopted a System

"We have adopted a system here," went on Mr. Groom, "by which at the end of the day the store is brushed clean, all litter is removed, boxes are put in orderliness, shelves are put in shipshape, counters are rubbed down, brass work is polished, and in short the store is tidied up.. The windows are clean all of the time. Frequently, at the end of the day, the windows have got dull and perhaps somewhat dirty, but before all of us leave someone sees to it that the window is cleaned. The goods therein are straightened and dusted. They get a final look-over every night."

"What is your reason?" he was asked.

Economic Advertising

"Simply this, I have my store light left burning until 10.30. The window is well lit and I am paying money for that light. I have a special arrangement by which the light lasts until 10.30 p.m., and then automatically, by means of a clock, disappears at that time. Incidentally window lights and the light inside by which you can see clear down to the end of the store and which lasts until 10.30 at night, costs me no more than $1.40 a month. I figure that is cheap publicity, economic advertising, but what I was going to say is this: that if I am paying good money, real dollars and cents for that light, I would be foolish if I did not see to it that what the light was reflecting and displaying was worth reflecting and displaying. So one of us gives a final look at the window and at the store. All litter is cleaned away, the place is made as bright as a new pin every night, so that people who are passing can see for themselves that here is a clean store and a store where neatness counts.

"This has a good effect on people. I do not forget that I am on the main street itself where a lot of people are walking up and down at night. The silent effect of what they see during those evening hours is going to work one way or the other for me from a business point of view in the day time. If I have a dirty store, someone will be up and down the street at night and by the light which I am using will be able to see that I have a dirty store. It is a surety that they will not want to come and buy their food there next day if that's the case.

Clean Store Gets Trade

"If on the other hand I have a clean store, and they can see that it is clean and it is bright and fresh and orderly and neat, then it is also a cinch that some day those people who see that that is the kind of a store I have got will come in and buy."

Summer Newspaper Ad. Suggestions for Canadian Grocer Readers

Cut Out The Hot Stove

WHAT is the necessity of bending over a hot stove in the middle of summer frying or roasting meat, when you can get such delicious cold meats that are tasty, appetizing and nutritious? Our provision department can supply you with cold boiled ham, tongue, jellied hock, cooked specialties, Bologna, etc., etc. These are all carefully selected when bought. All ready to serve without the annoyance of a hot fire. Note these particulars:

Boiled Ham. — With the red heart, the creamy thin layer of fat, on the outside a crinkly brown with spots of pepper, all combining to give that delicious, nutty taste that you've never found since the days of home-cured hams that mother boiled and peeled. Per lb. sliced and per lb. whole ham, ..c.

Boiled Tongue. — Calves, lamb or beef, all sizes and three prices. For salads, sandwiches and snacks, mid-day lunch or Sunday tea — a delicious repast in five minutes from ..c to ..c per lb.

Jellied Hocks.—Ready for the table — among the cheapest foods to buy are these little by-product tit-bits of the moderu packing house. These tasty extras that the production of the more expensive hams and bacons entails, are sure to appeal to every purse. Per lb., ..c.

Bologna Sausage. — Unequalled for its keeping qualities. Ideal for carrying in a lunch basket with a whole loaf of bread and thus save the untidiness that often destroys the pleasure of the greenwood meal. Per lb.. ..c.

Cooked Specialties. — Put up from carefully compiled statistics based on housewives' inquiries for combinations of certain lines that are blended together in a jelly that is as distinctively an individual blend as that of the best coffee on your table. Its flavor is obtained from pure products and white tiled kitchens, and not from strong spices. Per lb., ..c; per .. lb. jar, ..c.

Picnic baskets and lunch suggestions a specialty. Try our two, four and six person picnic baskets, all ready put up to order, from salt to jelly.

The Ever Ready Store

318 Main St. Phone 62

This suggestion for a newspaper advertisement should be used just as soon as the hot weather starts in. Try it with your own prices and brands.

Picnic Goods From A to Z!

COMING are the days when the call of the wild rings loud and insistent. It gives you no rest. The woods have doffed their wintry sullenness and are aglow with the fire of renewed life! You know the shady trees of old, and the tiny plateau of land which has always been the luncheon table at your picnics. Or the water lazily lapping the sanded shore, mayhap, is your choice as a haunt. Whichever it is, you will need to make your picnic a memorable one. The right kind of food, dainty and appealing, yet easy to prepare, will help toward this end. We have the very things. Here are a few suggestions:

Condensed Coffee.—Ready in a moment; saves the trouble of carrying milk and sugar, for it is already sweetened and part milk. Per tin, ..c.

Sandwich Ham. — Cool, Easily digestible; slices come from our slicer as thin as a wafer. Besides, cold ham is an excellent thing for the stomach during the dog days of heat. Per lb., ..c.

Meat Paste—If you'd rather have it. It's spread in a moment, and has that subtle taste which makes it the appetizer par excellence. Chicken, ham and tongue, and several others. Per tin ..c.

Olives. — The et cetera which is as necessary as any course at a twelve-course dinner. No need to point out the reason why olives should find a place in your luncheon basket. Per bottle, ..c.

Biscuits.—You can always wedge a biscuit in when heavier food is perhaps more than you're hungry for. A pound or two of fancy biscuits will please the whole party. Per lb., ..c.

Fruits—Of course! Who ever heard of a picnic minus fruit? We have peaches, rare in color and taste alike; cherries, black or red, of the finest; good filling bananas —to mention only a few.

And half a hundred other things, any of which will make the "eats" part of the picnic most enjoyable. We are at your service to help you choose, and carry out your choice.

SEE US BEFORE YOU PACK YOUR BASKET

J. J. JONES

17 Main Street Phone 77

With the coming of summer in June, try this suggestion in your newspaper space with your own prices and any brands you desire to feature.

Advertising Makes People Decide

Special Cases From the Experiences of Henry Gatehouse, Montreal Merchant, Who Demonstrates That Advertising Pays—Direct and Indirect Results—Definite Plan Followed in Placing Copy.

An interview with Henry Gatehouse, Montreal, by a Canadian Grocer representative.

LIKEN the public mind to a large pool of stagnant water. Toss a large rock into it and it becomes violently agitated, spray falls about, waves appear and finally subside into nothingness for lack of propulsive power—that is direct advertising. The direct results dissappear at once unless the bombardment is continued from the shore.

But meanwhile, certain results not easily observable to the naked eye accrue as a result of the operation: spray falls on the shore and moistens the parched surface of shrubs and soil, causing growth and strikes against the surface of warm rocks, cleansing them of their deposit of dust. The tiny waves wash up the rich sediment of the bottom and deposit it as silt on the edges of the pond. These are the results that are permanent in their nature, though unobserved at the time. This is indirect advertising.

Assist Customer in Buying

Either method or result is sufficient unto itself; but the combined effect is irresistible. Even though no direct results are obtainable the indirect and unobservable ones accumulate in both a positive and a negative way. In the former category may be included that plowing, fallowing and enrichment of the public mind that occurs as the cumulative effect of a well-defined plan of consistent advertising. In this business, suggestions on the part of the merchant to his trade are absolutely essential. Changes are constantly occurring, new lines coming in, old ones going out with the changing seasons. The customer is making his living by other means; he cannot attempt to keep pace with these changes unaided. The merchant earns his living by these changes; he must keep the customer informed of them—a sort of a broad service proposition.

If customers are not told of what the merchant has, they only rarely discover the fact for themselves. It's a case of supplying a steady stream of information and keeping one's name before the public and associating it with his goods.

The other or indirect results are those that insure the absence of any tendency to dry rot on the merchant's part, slow stagnation and business death. It is very insidious in its operation.

Advertising Planned Well Ahead

In this store our advertising is laid out as part of a comprehensive and well defined plan, with haphazardness eliminated. We lay out so much a year for advertising purposes, and the appropriation is divided amongst the various papers so as to cover the whole city of Montreal, giving to each one that proportion of the whole based on its position in the newspaper field and its ability to reach a certain definite class of customer. This knowledge is only arrived at by tests that, if they have the disadvantage of causing a temporary expense also have the permanent advantage of resulting in a definite knowledge of the advertising instruments.

We depend chiefly on a high class trade. So we advertise three times a week in the principal morning and evening newspaper that our investigations have determined reach this field amongst the English element. We also run an ad. two days a week in each of the principal morning and evening French papers to cover the French population by these agencies. In the two less important English papers which reach a less prosperous part of the community we run two ads. a week each. Thus we cover the whole city.

As a usual thing we do not quote prices in ads. and this as the result of a definite policy based on the fact that to a well-to-do trade quality takes precedence over price. If we were centreing our efforts on a general trade we would certainly quote prices, always.

Test That Ads. Are Read

Thus, when anyone line fills up so that we want to make a quick turnover, we do quote prices and the effect is at once apparent in the increased demand. The other day we discovered that we had too many geese on hand. So we advertised them at 16c a lb. They were cleared out at once, not by our regular high class trade, but by people from all over the city.

We quoted new laid eggs recently at 30c because they were coming in freely and demand seemed good. We vastly increased our sales. We were no cheaper than other stores and had the same eggs but barring the reputation of carrying high quality goods people probably supposed our eggs were fresher than some others—the power of suggestion.

Prices are Maintained

We never cut prices. It is a principle of this store not to do so. We sometimes sell at less than our regular prices so as to unload a top-heavy line but we can do that and still make a profit, because the original price was based on quality of goods. The other way does not pay. When it is done it must be because there is something lacking in the goods that makes it necessary to unload at any cost.

So in our case this general feature of non-price quoting illustrates the results obtained from indirect advertising; those from price quoting the results of the direct.

To illustrate again: Ten days ago we advertised a stock of artichokes and cleared them out. But we still get inquiries for them which shows that the customer, although needing none at that time, bore the fact in mind, and gave us indirect results—the backwash of the stone in the pond.

Again, yesterday, we advertised scal-

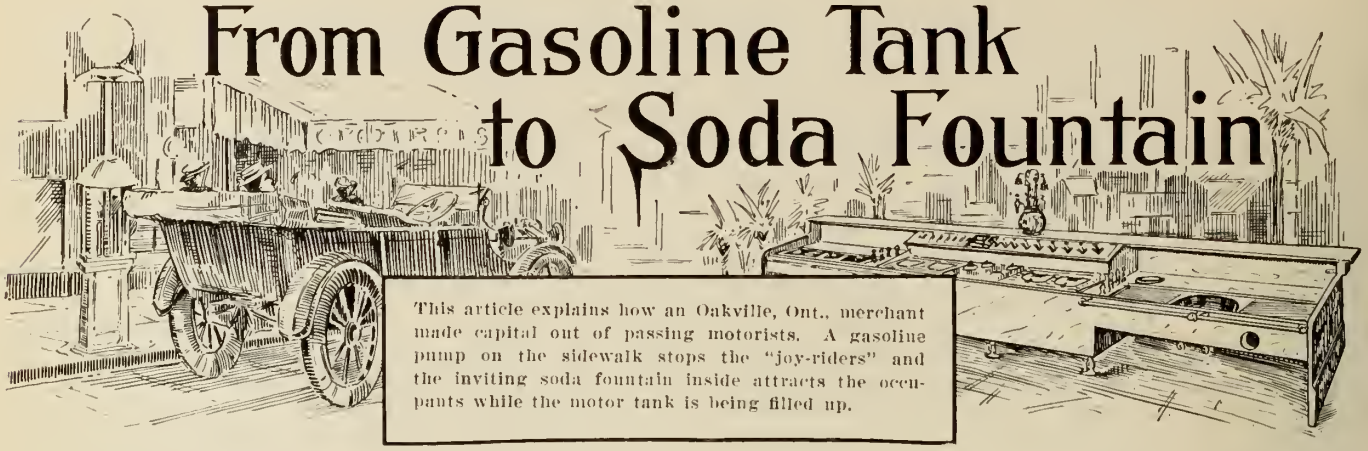


Sample of the advertising done by Henry Gatehouse & Son, Montreal, Que.

lops. To-day we had a run on them. Why? A few customers might have simultaneously decided on scallops, but not a whole flock of them.

Of course we hook up and co-ordinate high quality, freshness of goods, quick delivery, etc., with advertising else it would be nullified. We subdivide the city into eight routes, each one of which has five deliveries a day, making forty routes in all. This makes for the quick delivery necessary to a hand-to-mouth business in perishable goods. Even at that, the end of the week finds us straining every nerve to keep deliveries up to date, so that goods will reach the customer's table fresh with the flavor of the water, pure and unimpaired.

From Gasoline Tank to Soda Fountain



This article explains how an Oakville, Ont., merchant made capital out of passing motorists. A gasoline pump on the sidewalk stops the "joy-riders" and the inviting soda fountain inside attracts the occupants while the motor tank is being filled up.

AT first sight there does not appear to be anything in common between a gasoline tank and a soda fountain. To begin with, the first feeds a car and the second feeds people. As the old saying goes "Pigs is pigs!"—and gasoline is gasoline, and ice cream is ice cream, and you wouldn't suppose that there was any relationship between gasoline and ice cream.

But there is.

At least one dealer has proved it. More than that he has cashed in on it. He has linked up a gasoline tank with a soda fountain to the mutual benefit of both and to himself as cashier. His name is James L. Hewson and he lives at Oakville, Ont.

The Summer Town

"The idea", said Mr. Hewson to Canadian Grocer, recently, "was that Oakville is a summer town. Automobiles are passing and repassing through our streets continually, chiefly en route between Hamilton and Toronto. More than that, Oakville for its own sake, is a pretty summer town and a short trip from either Hamilton or Toronto in a car. We have quite a surplus population in the summer. I saw automobiles dashing to and fro in the summer and they passed my store window without my being alive to the fact—for a long time—that I could make money out of them. Automobiles represented, when I came to think of it, a demand for gasoline. I determined to instal a gasoline tank outside my store. I did this. I had a sign which pointed out the fact to motorists that they could get their gasoline here, and very soon I begun to get returns. Car after car stopped outside my store to buy gasoline and I did a good business in gasoline. Not perhaps a usual thing for a grocer you think. Nevertheless all is fish that comes to my net, and 25c spent on gasoline is just as good as 25c spent on biscuits."

"It was not for some little time that I conceived the idea of making money going and coming, in other words of securing trade not only from the car itself, but from the occupants. But it occurred to me that while the automobilist was getting gasoline for his car outside my store the folks in the car were sitting there waiting and doing nothing."

"It appealed to me, as it appealed to a great many people, that on a hot day nothing is more inviting than a soda or ice cream. I figured it would look that way to the people who were waiting in the car outside my store. While the car was being filled with gasoline, I said to myself, its occupants might just as well be filled with soda or ice cream to my profit."

Installed a Soda Fountain

"I obtained a soda fountain and a set of chairs and so on. I got all the requisites for making and dispensing soft drinks of all kinds, and then I set out to build up a trade from the gasoline tank outside the store to the soda fountain inside the store. In the summer months I have a sign outside pointing out that there is a soda fountain inside and I have come to see that while the engine is being filled with gasoline the people in the car would much rather be sitting at the fountain inside the store getting good cool drinks which cost them a mere bagatelle. That's one way I have of cashing in on the tourist trade which is coming to Oakville."

Reasons for Success

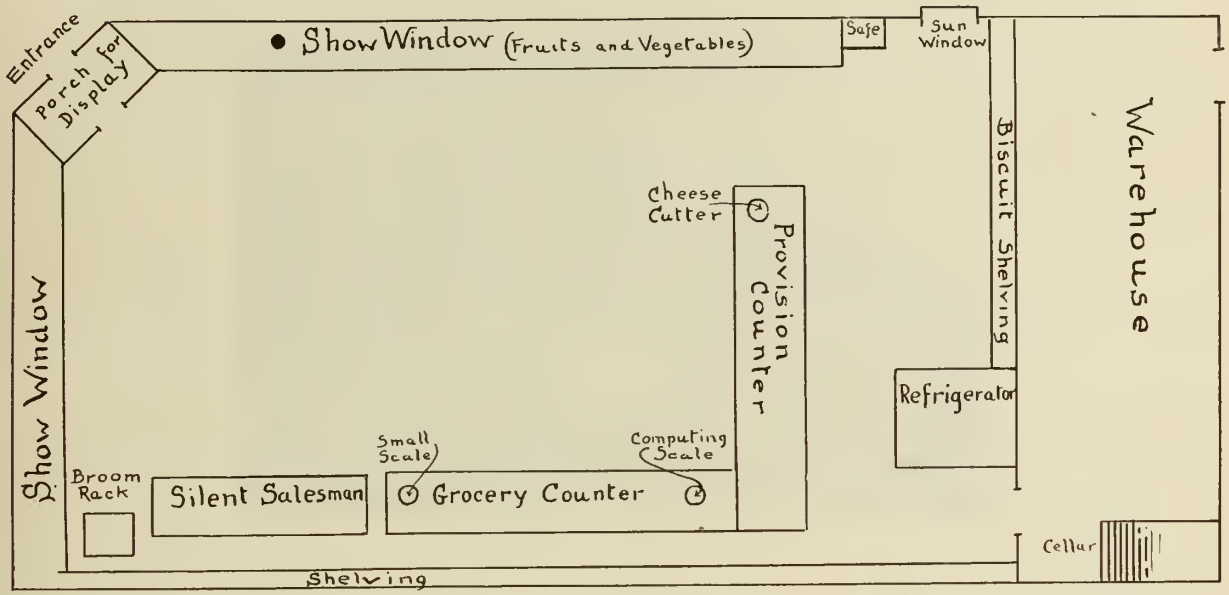
There are two or three reasons why this expedient would turn out so profitably. To begin with, of course, there is no loss on gasoline. You are not dealing in something you have to sell in a certain time or else put on bargain and sell at a loss. You are dealing in a commodity that is standard in price all the year round. True, of course, there is not much trade accruing in Winter months, tho' there is some, but this is a detail which cuts little ice, inasmuch as gasoline does not go bad or deteriorate in quality. In fact this stunt of having a gasoline tank outside a grocery store is simply one added method or channel down which profits may flow and through which there is no possible chance of loss.

As to the Soda Fountain, this is located in a prominent place in Mr. Hewson's store on the left hand side as you go in. Considerable space is devoted to it, for the store is a roomy and airy one. It is kept scrupulously neat and clean. A series of stools, common to ice cream parlors, are arranged by the counter where the soda fountain is; the fountain itself is kept clean and bright—as is indeed the rest of the store—and the soda fountain and its etceteras, adds to rather than detracts from the appearance of the whole store.

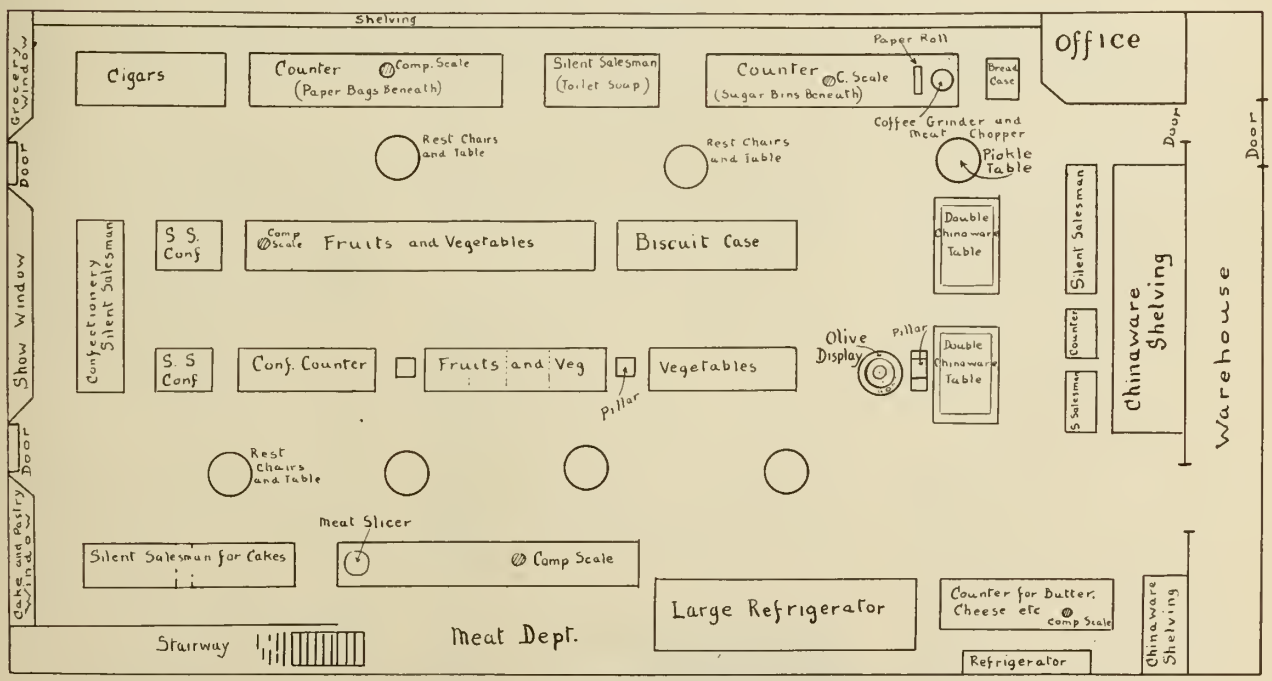
In fact the system is an excellent way of getting one's share of business in a summer town and of utilizing an opportunity viz. the automobiles passing and repassing, when that opportunity presents itself.

Mr. Hewson should do a still greater business at his soda fountain when prohibition becomes effectual.

Plans of Small and Large Grocery Stores



This drawing illustrates the layout of the corner grocery of James McLeod, Dundas St., London, Ont. It makes quite an attractive and r omy store.



Plan of the new Cherney store in Windsor, Ont., showing cigar, grocery, toilet soap, confectionery, fruit and vegetables, chinaware, butter, meat and cake departments. See pages 72-73.

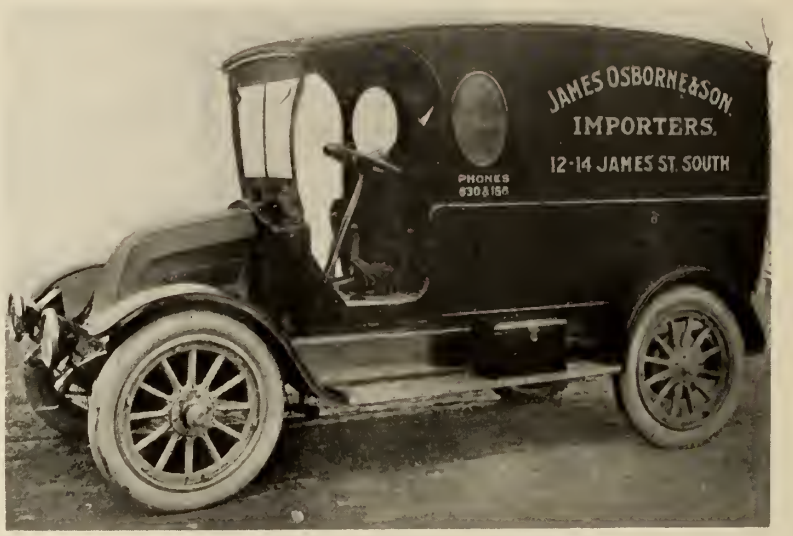
Quick Service: Clean Delivery

These Two, in Retailer's Opinion, Are Chief Reasons for His Motor Delivery—It Pays to Get a Good Car—Chief After-Requisite is a Capable Man to Handle It—Two Hundred Calls Some Days—Horse and Wagon Still Useful for Short Calls

THE automobile has succeeded the horse in many ways. Probably some readers have heard the anecdote about the irate husband who was further irritated by finding pieces of rubber in a plate of sausage which was placed before him.

„What is the meaning of this?'' he said to his wife.

''Why, didn't you know,'' said she, ''that the automobile had succeeded the horse in everything?''



This is the auto delivery car used by James Osborne & Son, Hamilton, Ont.

Certainly it has succeeded the horse in usefulness and so an increasing number of grocers throughout the country are instituting motor deliveries. Briefly the two main reasons why this is so are the collective ones which form the heading of this article.

''Some others have tried out the idea of using motor deliveries instead of horses,'' said Mr. James Osborne, of Jas. Osborne & Sons, of Hamilton, to Canadian Grocer recently. ''They find these, on the whole, entirely successful. We figured that our business was getting big enough and varied enough to divide into two parts, namely delivery work which could be undertaken and would have to be undertaken by horses, on account of the bad state of roads, and secondly, delivery which would be better undertaken and more cheaply undertaken by the use of an automobile.''

Spend Sufficient Money

''I have found,'' said Mr. Osborne, ''that the big rule in the successful conducting of delivery is to spend sufficient money to get a good and worth while car. I paid roughly about $1,600 for mine. I figured that it was money well spent, because it has given complete satisfaction. The evident idea in the mind of the grocer who is ordering an automobile delivery is to conserve time. He figures that by substituting an automobile for his horse and rigs, at any rate in the city—which is usually the idea—he will economize in the amount of time taken by the man who delivers orders. That, at any rate, was the supposition in my mind when I decided that for city work I would employ an automobile instead of a horse. That being so I figured I would expect the automobile to make a considerable increase in the number of calls a day which had formerly been done by the horse delivery. To ensure this being the case, and remembering that I should be driving on city roads, and not country ruts, for I have determined to let the horses still take the rough spots, I wanted above all a light car in weight and yet a serviceable and hardy car. I selected my car with these considerations in mind.

Hundred Calls a Day

''This automobile delivery makes well on to one hundred calls a day in Hamilton alone. On Saturday it makes twice that number. Thus it lives up to the first of the reasons why it was bought and that is quick service. No horse delivery can make this number of calls per day and certainly no horse delivery could make two hundred calls on Saturday, which is our busiest day. So that in automobile delivery I get quick service.

''Another reason which decided me in securing an automobile delivery was that it meant clean delivery. Some customers, suddenly developed, with the coming of the automobiles as a means of transit, a finicky sense with regard to smells. These customers determined that goods delivered on the horse delivery had something of the odors of the stable about them. Perhaps it was so. Of course when there were no cars, the customer had to put up with that stable odor if there was one. However, it was partly with the idea of getting a clean delivery, one which was free from this nuisance, that I decided on using the automobile delivery.''

''What would you say is the chief thing for any body to remember when they have got the car, about its conduct,'' was a question asked Mr. Osborne.

Good Man Necessary

''The chief thing I can think of,'' was the reply, ''is to get a capable man to handle the car. The best of cars will not stand man-handling, by which I mean rough handling. A car to give the maximum of service has to be treated well. I have found it pays me to get a good man to drive the car, one who knows the car from beginning to end and is prepared to spend time and trouble to keep it in constant and excellent repair. In my case the man devotes the whole of his time to the car and he has spent time and effort in getting to know the thing, and he knows it from A to Z.''

There is no doubt at all that the use of the motor delivery as a means of rapid transit for city work is growing. Four or five of the largest grocers in Hamilton now have this form of delivery. They do not use it exclusively, for in every case the horse delivery is still used for outside work; that is to say work outside the city. The idea in using a motor delivery at all is that it is more suitable for long hauls in cities where the roads are in pretty good shape. But many of the country roads are still unsuitable for motor work and in this case in Hamilton where a grocer has a motor delivery he still runs one, two or more horse deliveries as well. Nevertheless the idea is gaining ground that motor delivery is useful for the two chief reasons as outlined above, and more are adopting it. It is an investment which shows a dividend.

Getting After Seed Trade Early

Oakville, Ont., Grocer Makes Window Displays Early in Spring—Many Want Seeds for Hot-Beds—Window Space Important Salesman—He Also Developed Good Trade in Flowers.

Written especially for Canadian Grocer.

ON the principle of the early bird getting the worm, Ernest O. Taylor, of Oakville, Ont., believes in beating the other man to it. As early as the first week in March he began to have a window dressed every other day or so with seeds, flowers and so on. The idea was to cater to the very early trade in seeds.

"One or two people came into the store," said Mr. Taylor to Canadian Grocer, "and were asking for this seed or that, chiefly, I suppose, for beds early in the season. I found it would save a lot of time and probably corall some extra business if I had a window devoted to seeds exclusively. I have not done this in previous years so early; usually about the first of May or possibly the last two weeks in April has been early enough for me to bother displaying my seeds. However, this year, I decided I might just as well catch every little bit of trade that was going as not, and with that in mind, I decided to make my window space my salesman. I have proved it to be effective and have got a good deal extra business this year that I did not have last."

An Important Trade

"I sometimes think," went on Mr. Taylor, "that grocers do not pay sufficient attention to the seed trade. Particularly in a small community like Oakville, where people devote a lot of time to gardening and where they have sufficient space to be able to get results, there is possibly a love of gardening that is not engendered in people living in a large and crowded city. This represents a certain avenue of profit to the grocer. For many years, I myself have made the most of this seed business, although I have not gone after it quite so early in the year."

Developing a Flower Business

Mr. Taylor also does quite a business in flowers. Sometimes customers are anxious to have a few flowers on the table over the week end, and catering to that demand he gets them in about Thursday, and displays them in the window. He finds this an advantageous trade. Flowers are a line that lend themselves peculiarly well to display. Their color and variety make them a very effective window item, as well as a bright and appealing spot wherever they are located in a store.

Mr. Taylor's window, when Canadian Grocer saw it, was a burst of color, because round about a very effective display of seeds which took up the major part of the window there were blooms of different kinds, roses, carnations, daffodils and so on, placed in different parts of the window, leaving the main and centre to be given over to the seeds.

Flowers are not stocked by the main run of grocers, but there is no reason why grocers should not handle them; there is at any rate some money in them, and when buying groceries, a woman customer is just as likely as not to lay out a little money in flowers.

Saves $31 Delivery Expenses

Estimate of Windsor Grocer Who Has Automobile Delivery—How He Figures It Out—Item By Item

W. J. CHERNEY, a Windsor, Ont. grocer, saves $31 every week according to his figuring by operating one automobile delivery instead of three horses and wagons. He has two motor cars for delivery so that between the two he saves no less than $62 per week or more than $3,000 in a year.

Here is the way Mr. Cherney figures it out.

"I find that one of my cars," he said to the writer, "will do as much work as three horses and wagons."

"Three drivers at $2 a day each equals $36 per week.

"Shoeing work, etc., for the three horses equals $1.25 per week.

"Feed, wear and tear of harness, wagon and horses equals $18 per week—$6 for each outfit.

"Total equals $55.25 per week.

"This is what I estimate would be the total cost of three horses and three drivers for one week's delivery.

"Now let us figure out the automobile expenses for one auto and driver. Wages of one driver equals $15, gasoline $6, wear and tear $3, license per week 25 cents. Total $24.25.

"You will see the difference between $55.25 and $24.25 is $31. This is the saving I estimate I can make in one week by using the automobile delivery. I have two automobile deliveries taking the place of six men and six horses and wagons making the total saving per week $62."

"In addition to that the appearance of a nice car on the street means an additional advertising value, which, while considerable, is difficult to estimate in dollars and cents. I am partial to this form of delivery and have at various times recommended it to grocers.

"I maintain, however, that the owner of an auto delivery should have a competent man to operate the car—one who thoroughly understands his car and who can keep it in good repair. This is going to save many dollars, for a careless driver and one who is not of a mechanical turn will allow the car to go to pieces before having it overhauled, which runs up the cost."



This is the car used by The House of Nairn, Windsor, Ont.

Among the grocers in Western Ontario who have recently put on an automobile delivery is Dan Carter, of London, Ont. Mr. Carter, after making many enquiries regarding the service performed by an auto delivery, decided to get one and this started on the road a few weeks ago. While, of course, he has not yet had time to compare costs with that of horse and wagon, yet apart from that he believes the advertising value from it will be considerable.

Geo. H. Nairn, Windsor, Ont., also has an auto delivery, a view of which accompanies this article. He is also well pleased with the service it renders.

Those who have the auto delivery lay stress on the point that for long hauls it beats the horse, but that the horse is valuable for short and frequent work.

Cardwriting Made Easy

by R.T.D. Edwards

LESSON NO. 16 CAPITALS IN WINDOW CARDS

ILLUMINATED capitals are not by any means a new idea in the making of window cards. They were used many years ago, and are yet used extensively in the printing trade. You come across them in daily papers, magazines and journals of all sorts. They are usually used at the beginning of the reader. They are never used lavishly, usually only one to a page. So it is with the show card. No more than one of these fancy capitals should be used to a card, and some cards should not have them at all.

For instance, as they are for the better class card, it is not advisable to use them on a card where a price is shown unless the price appears very small in the reader. The recognized use of the illuminated letter is to use them at the beginning of a neatly lettered card where the lettering is of a uniform size. The style of fancy initial used depends entirely upon the style of letter to be used on the remainder of the card. Do not use a fancy cap with a Roman letter or vice versa. One must harmonize with the other.

Keep Lettering in Centre

In laying out a card for this style of work, keep the lettering to the centre of the card. Do not have it sprawled all over the card. Another thing to be remembered in making this style of show card is that there is to be only one fancy thing on the card, and that is around the first letter. No other scrolls and flourishes should be used on various parts of the card. You will find it necessary at all times in this work to sketch it out lightly with a pencil before applying the color. This is necessary even for the most experienced cardwriters.

The Chart

The collection of fancy letters in the chart only serves to give an idea of what can be produced. Hundreds of other styles can be made just as effectively. These letters are all of a more or less fancy nature, but the plain styles which we have taken up in previous lessons can be made into illuminated capitals with as good an effect as those shown here.

The first "A" is of Roman formation, with the extra cross stroke added to give variety. This letter can be formed either with the music pen, explained in Lesson No. 16, or the round-writing pen. If a large letter is needed, it is advisable to use the brush stroke method, or it can be made by outlining with the pen. The letter is black and the scroll work is of a pale mauve applied with a small brush.

The second "A" is a fancy pen-outlined letter in black. The centre is a green opaque color, and the shadow is of a pale French grey.

The first "B" is of freakish, but striking formation. It also is outlined with a stub pen, with the centre left white. The diamond-shaped background has a double black border, with the centre in a rich shade of brown.

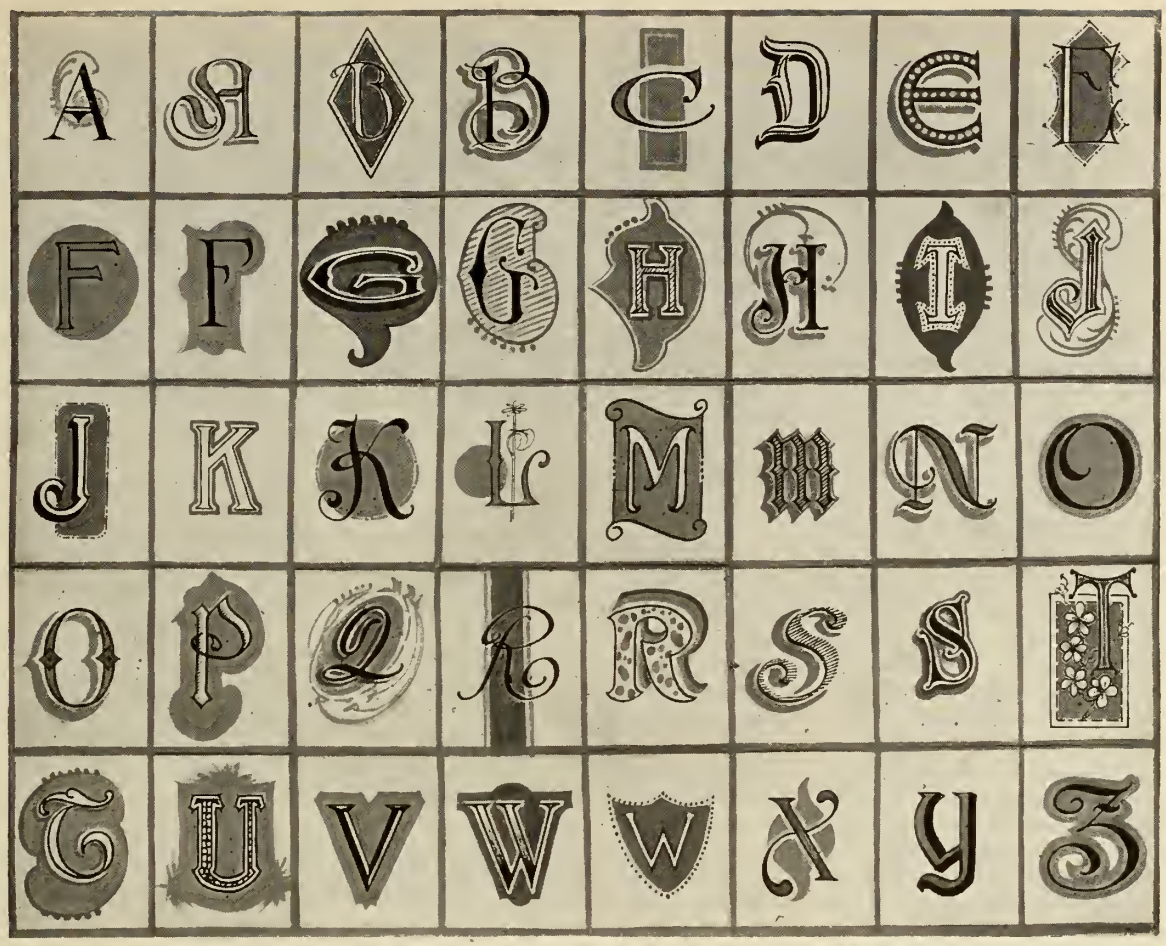
The second "B" is of very fancy formation. The only way this letter can be made is by outlining, or with the music pen. The letter is solid black, with a mild shade of grey for a shadow.

The "C" is an extended outlined letter. The interior is colored with ultramarine blue. The panel behind the letter it is of a pretty shade of pale blue, with a pale grey outline. There are many other color combinations which can be used, such as two tones of green, brown, etc. This letter should be a fancy cap on a card lettered in Roman.

The "D" is of modernized "Old English" formation. It is a pen outlined letter with a heavy shade of black on the left and lower side. The centre of this letter can be filled in with any suitable color to match the card, or it can be left plain.

The first "E" is of an uncommon formation, and should be used on a card where a square-faced or block letter is used in the reader. The letter was first outlined with black and filled in with a medium shade of blue. After this was dry, I added dots of thick white, as shown. The shade on the left and lower side of the letter was of sky blue. To work up two tones of the same color on fancy caps similar to these makes a very attractive card, and does not appear overdone or splashy.





The second "E" shows a very graceful letter of the semi-outlined style. The outline is of black made with the pen. The centre is left white. The shield-shaped background is of pale green, with a broken dark green outline. This letter should be used on a card when the remainder of the lettering is of a delicate Roman formation and executed with the music or round-writing pens.

The first "F" shows a letter which is easy to make. Draw the circle first with the aid of a compass, then place the letter in the centre of it. This letter is a black outline block style, with the centre a pea green shade. The background is a pale shade of mauve. This letter should be used on a card with other square-faced lettering.

The second "F" shows a fancy-shaped background effect. The only thing in the formation of this letter from the ordinary Roman letter is that the two upper right-hand spurs are made to curl to the left instead of the right. Any suitable pale shade can be used for the background of this letter.

The first "G" shows a letter very heavily colored and one that is not always desirable. While it shows up well on some cards, it is not advisable to use it on a card for a dainty display. The background of this letter is of a green shade with a darker green used as a shade for the letter.

The second "G" is better for the dainty show cards, as it is not so conspicuous as the former. It is a condensed formation and black in color. The background is striped with pale grey and outlined with the same shade. This must be done with a small brush.

The "H" shows a diagonally-striped outlined letter. It is of the block style, and should be used on cards with other types of the same class. A pale green background is outlined with gilt, and the letter is outlined with a dark shade of green.

The second "H" shows an excellent one in fancy cap pattern. It is a clean-cut solid black letter of snappy formation. In this case a pea green was used as a shadow.

The "I" is a black outlined letter, with the centre left plain white. A line of red dots surrounds the letter. The shield-shaped background is of a pale mauve.

The first "J" shows a rather striking formation. Any dark color can be used for this letter, but a pale shade must be applied for the scroll work.

The second "J" shows an outline letter with the left and lower side made heavier than the remainder of the letter. A dark green letter with a pea green background makes a good color combination for this letter.

The first "K" is quite simple, being a spurred block outline letter, with an outline of pale blue.

The second "K" is of upright script formation, made with a stub pen by the outlining and filling in process. It is solid black, and the circular background is of a rich shade of light orange.

Daintiest Letter of All

In the "L" we have what is considered by some card-writers the daintiest letter of the lot. It has a light outline of black, with a mauve centre. The ball is gold. The suggestion of a flower is quite suitable for the spring season.

The "M" is an oddly-shaped letter, and should be used on cards when the remainder of the type is of similar formation. The background is a pale green shade, with a darker shade of green outline.

The second "M" is one that should not be used on any kind of show card on account of it being hard to read. It is an outline letter with black diagonal stripes. The shade is grey.

The "N" is a very gracefully-formed letter, and can be used on a card with either Old English or Roman lettering. It is an outline letter with a dark green centre and shaded with a pale green.

The first "O" is quite simple. It can be formed with either pen or brush. Any suitable light shade can be used for the background. The second "O" shows the straight Roman formation with the two diamond shapes added. The centre of the diamonds is dark blue and the centre of the letter is pale blue. A pale grey or gold shade can be used to make the letter stand out.

The "P" shows another letter that can be used on a card where "Bradley" type is used. It is entirely a pen outlined letter in black, with small diagonal strokes on the left and inner side of the letter. The shaped background is a pretty shade of buff.

The "Q" is a very decorative letter. Many color combinations can be used here. Black letter, with a buff background, with an orange shadow on the letter and the scroll work of pale green, is a good suggestion.

The first "R" shows a script letter worked over a two-tone band. This letter should only be used where the remainder of the lettering is script. It is a solid black, outlined and filled in letter.

The second "R" gives the bizarre effect. The letter is outlined with a small pen in black. Various spots of bright colors are arranged haphazardly in the interior. The double shadow is of two tones of green.

To make the first "S" it must be marked out accurately with a pencil before ink is applied. The body of the letter is black diagonal stripes, with a black shading line on the left and lower side. The shadow is of pale blue.

The second "S" is a solid black letter, with an outline of light red, and a darker shade of red is used over the light red as a left-hand shadow.

The first "T" gives a newer variety of the fancy capitals. The letter is outlined with a shaded centre. The pale blue background shows a pretty spray of spring flowers over it.

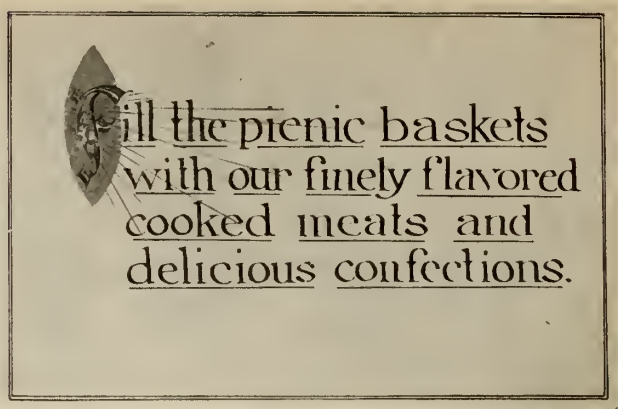
The second "T" shows a very popular shape for this letter. The background is mauve, with a deeper shade of the same color as an outline and shade for the letter.

The "U" is a mottled letter, with a pale green ground. This makes a good letter for a spring card.

The "V" is a very dainty and neat letter. It is especially adaptable to card used in showings of a quiet nature.



Attractive card illustrating what can be accomplished when this lesson is mastered.



An appropriate show card for a summer window, counter or table display.

Popular Shield-Shaped Letters

The first "W" has its interior shaded. From a dark brown at the bottom, it gradually fades to a cream at the top. The background is a light brown.

The second "W" shows the use of the popular shield shape. It is a pretty shade of blue, with a black dotted outline. The letter is black with a white centre.

The "X" shows the heavy stroke shaded. Commencing at the top and bottom, it fades from a dark green to a pale green at the centre. The background is pale green.

The "Y" shows an outline letter with a heavy shade on the right and lower side. The letter is of a dark blue, with a pale blue centre.

The "Z" is of script formation, with a gold outline.

Fancy Caps

Some letters permit of more detail, as shown in the illustration elsewhere. This is not always practical, but it does not do any harm to make a very fancy letter if the time can be spared.

"F" is a heavy black letter, with a gold outline. The diamond-shaped background is of pale blue, with a darker shade of blue as a water effect.

"A" is a solid black round-spurred letter. The broken background is of a bright green.

"N" is a letter taken from the cover of a child's picture book. It is black outline, with an inner of two tones of red. A pale green shade is used.

"C"—The centre of this letter is a medium shade of grey, with a lighter shade of the same color over it to give the watered effect. The circle in the centre is a black and white check. The double shade is light and dark blue.

The interior of the "Y" is shaded from a dark to a pale green. This letter is outlined with black and gold.

"C" is a letter which will brighten up any card. It is a black outline letter, and the interior has lines running in various directions. These lines are colored with various bright transparent colors.

"A" is an excellent example of illustrated capitals. The letter is white with a black outline, being heavier on the left and lower side. The background is pale green, with black diagonal stripes.

"P" is just in the colors of black and grey, but is very effective when used on a card.

The "S" is a very showy letter. The centre is worked up with yellow on one side and red on the other. The background is of a French grey.

The completed cards give a very good illustration of how these illuminated capitals appear when used on the show card.

Boosting Fruit and Vegetable Sales

Special Care Given to This Department Brings Big Results—Novel Arrangement: a Series of Unit Displays—Cleanliness and Freshness Are Distinguishing Notes — The Window a Big Help—Use of Fancy Baskets.

THAT special care and attention devoted to arrangement of goods is a paying proposition in a grocery store is borne out in the case of A. G. Bain & Co., of Hamilton. The care and trouble given to details is reflected in the whole store from the windows to the rear. It perhaps receives no better demonstration than in the case of the fruit and vegetable department. With A. G. Bain & Co. this is a special feature. They have catered for custom for some years to a high-class trade in Hamilton. To do this they have found it necessary and profitable during the months of the long winter and in the spring to stock any and all imported lines possible.

"We always have some display which is applicable to the fruit and vegetable department in the window seven months out of the twelve," Canadian Grocer was told. "The window is the best index to the store and what you have to offer inside. We have found that it pays to give very careful attention to window displays for that reason."

The window displays in fruit and vegetables which are to be found in this store are some of the best that the writer has ever seen. The outstanding thing about them is the cleanliness and the freshness, not alone of the goods, but of the surroundings. This is attained, first of all, by constant change of windows. These windows are changed every other day at the least. Secondly, it is secured by using colored tissue paper strips, and also by the use of baskets of various shapes and shade and size. The excellence of the produce which is imported makes sure that the goods themselves will be very attractive.

But it is the store rather than the window which is the subject of this article. Here one may see just how fruit and vegetables are boosted. At one end of the store, the long counter for general and miscellaneous groceries is on the left-hand side. There is then a space of ten yards between that and such portion of the store as is given over to fruit and vegetables. These are arranged on the right-hand side, and in a series of rows, jutting out into the centre of the floor at an acute angle. Each row is a unit display in itself. All fruits and vegetables are exceptionally fresh and clean—indeed, this is a distinguishing note of the whole store.

There is a wide use of baskets. Nothing looks better than good quality fruit or vegetables tastefully arranged in a nice little fancy basket, set off by this tissue paper in different colors. The very best effect is sought after in the way of display, and care and attention are taken in balancing fruit and vegetables together. The important thing to notice about the way this department is boosted in this store is that each of the unit rows which jut out at an angle into the centre of the floor is separate from the others by a wide aisle. Down this clerk and customer alike can walk, the customer being able to see what he is buying from any angle, and the clerk being able to reach the shelves, which are down the right-hand side of the store, against which the fruit and vegetable rows are built right up. This is effective in giving an idea of spaciousness as well as being convenient and allowing the customer to wander in and out among the rows of fruit and vegetables and see the things close up.

A. G. Bain & Co. have found time and attention devoted to fruit and vegetables a paying investment.



Interior view of the A. G. Bain & Co. store, showing how they arrange their fruit and vegetables in tiers so as to show as much as possible.

"How I Handle Provisions"

Pointers on Successful Selling of Meats and Sausage—Many Merchants Have Provision Departments—Percentage of Business in These Lines Compared With Total Turnover —Undoubtedly a Paying Proposition—Some Experiences in Butter and Eggs

A symposium of opinions from grocers across Canada.

RECENTLY, Canadian Grocer sent a letter to representative grocers across Canada asking them what was their experience and practice in handling provisions. They were asked if they sold provisions and if so, what; whether they had a special provision counter or department; if so, where it was located; what percentage of turnover was the provision turnover compared with the total during the year; and what was the annual turnover in dollars and cents in meats, sausage; finally, summing up the rest, did the grocers find provisions a profitable line.

Answers have come in in replies to this inquiry dealing with it in all its details, and these replies are interesting to the whole of the trade because they are the actual experience of different grocers located in different towns and concerned with circumstantial problems. They, therefore, throw several lights on the subject of handling provisions, instead of dealing with the subject from one man's viewpoint alone.

The letters are as follows:

D. A. McBride, The Okanagan Grocery, Vernon, B.C.—"We handle smoked meats, bacon and hams, also cooked hams. Our sale of these has increased to such an extent that we are now having special counter refrigerators, one for butter and the other specially for cooked meat. We have decided to give this last a prominent position to the front and close to one of our store windows. As to butter and eggs we have always been able to handle these at a fair profit. This is not a butter-making district, therefore most of the butter handled is creamery from outside points and thus we are free from the trouble of facing conditions where so much poor local butter is forced on the trade. By arrangement all eggs are bought from the producer at cash value whether trade is taken in exchange or not."

Turnover of $10,000

C. A. Welsh, New Westminster, B.C.—"I handle bacon and sausage. I have a special provision department. This is located about the centre of the store, opposite from where the orders are taken and where most of the business is done. My turnover in provisions compared to my total turnover during the year is about 15 per cent. My annual turnover in dollars and cents in meats and sausage is $10,000. Yes, I do find provisions a profitable line."

W. J. Muir, Goderich, Ont.—"I handle bacon, cooked meat and sausage. I have a special provision counter which is at the rear of the store. My provision business is about 8 per cent. annually of my total turnover. In dollars and cents it is about $12,000. In the winter time and in the cool season of the year I certainly find provisions a profitable line."

Tackaberry & Tackaberry, Lion's Head, Ont.—"In winter only I handle fresh meat and bacon. Business done about $500 or $600, and I find that this is a profitable line."

Handling Butter and Eggs

J. Mitchell, Collingwood, Ont.—"I handle bacon and sausage. I have no special provision counter or department. My turnover in dollars in meat and sausage alone is over $400 a year. With regard to butter and eggs, from May to September, I handle about 600 to 700 dozen eggs per week, at about 2c per dozen profit, wholesale cases charged extra. I also handle about 1,000 lbs. of butter at about the same profit. This is only what I handle in a wholesale way. I retail about 200 lbs. a week of butter at 4c and 5c a pound profit, and about 50 dozen eggs at the same profit."

W. R. Wood, Turiff, Ont.—"I handle bacon. I have no special department, but in the back part of the store I have a counter. Bacon represents one-tenth of my total grocery sales during the year. In dollars and cents I do an annual turnover in meats and sausage of $600. Yes, I do find provisions a profitable line. Regarding butter and eggs, butter is probably the most difficult article of commerce to handle. The variation of quality, texture and color inevitable in consequence of so many self-taught makers, makes the buying, care and selling of it a far greater problem to the country merchant, than any other item on his inventory. There are times when it is not hard to sell butter of inferior quality, especially in cold weather, but in warm weather or when there is no demand, I find it pays to buy only the best, even at the expense of offending some producers. I ship to hotel or private consumers, taking care to send only butter that will bring repeat orders. Eggs are simpler. I hardly sell any locally but ship nearly all to produce men in Toronto, and by being careful I get the price of new laids for most of them. I have tried buying by weight, but this is inconvenient, although it has some advantages."

Nelson & Co., Acton, Ont.—"We sell bacon, cooked meats and sausages. My percentage of turnover in these compared to the total turnover during the year is 15 per cent., which represents in dollars and cents a business in provisions and meats of about $12,000."

Isaac Allen & Sons, Mississipi Station, Ont.—"I handle bacon and sausage. The percentage of turnover compared to the total turnover during the year is about 5 per cent., which represents business of $600 in meats alone. Yes, I do find provisions a profitable line."

W. L. Chalk, Clarksburg, Ont.—"We handle considerable quantities of butter and eggs throughout the season, shipping these mostly. In handling these I have found it more profitable to have regular customers among merchants to ship to and keep my stock cleaned up, rather than hold for higher prices, and stick to the larger buyers."

A. Scarsbrook, Petrolia, Ont.—"I sell bacon, meats, sausage. I have a special department which is located at the rear of the store on one side. It is not what I would like but it is the best location I can give at the present time. I have not kept a separate account, but I certainly find provisions a profitable line. Re butter, having a creamery in Petrolia makes dairy butter a limited supply. We handle what we get quickly, and make a profit but not very large. Re eggs, I sell to buyers once or twice a week. What we retail we reckon to make a cent over what we pay. I consider eggs a desireable commodity."

Thos Clements, Warsaw, Ont.—"Re butter and eggs, we have very little retail demand for butter and eggs. The butter and eggs we get from the farmers we find a market for with the city stores or the commission houses."

C. H. Falconer, Streetsville, Ont.—"I sell bacon, cooked meats and sausage. I have not any special department but have these on the regular grocery counter. My annual turnover in dollars in meat and sausage alone is about $400. I certainly find provisions a profitable line—if you watch the ends. With regard to butter and eggs, we handle a large number of cases of eggs at a fair profit, possibly 10 per cent. Butter, we

sell quite a good deal locally at a profit of 2 to 3c a pound. We get creamery and sell at a profit of about 2c, as we don't get enough locally of dairy."

Provisions Are 25 Per Cent.

D. A. Hill, Waterford, Ont.—"I handle bacon, cooked meats and sausage. For these I have a special department, which is located at the rear of the store, back of the grocery counter. The percentage of provisions compared with the total turnover during the year is probably 25 per cent. or 30 per cent., making an annual turnover in dollars and cents in meats and sausage alone of about $5,000 to $6,000. As to whether provisions are a profitable line I find them slightly better than groceries. With regard to butter I always have orders for more butter than I can get locally, so I handle creamery butter too. All the merchants here have a buying price in trade and for cash. We always get one or two cents over trade price for eggs and two or three cents on butter. Of course for cash (produce goods) we try to make a regular percentage of profit as on staple lines of groceries. Part of the year I have a surplus of eggs and I usually have a city grocer I can ship these too. If not I sell to the storage men who send buyers through while eggs are plentiful. We fix our buying price of eggs so that we usually get a cent a dozen, sometimes more on our surplus stock."

John Hill, Peterborough, Ont.—"I don't sell many provisions, but I sell quite a lot of butter and eggs as I wholesale them out to some merchants around the city. I get them shipped in and mostly go over them and take out the small and dirty eggs and then turn them over by the case at a small profit. Also I sell a lot of butter to merchants and I find the best way to work up a trade is to have the butter all neatly wrapped and graded. This because there are so many merchants in small places who do not buy on quality but that is the way I have worked up a good trade, by sending out goods in the very best possible way, made to look attractive."

W. J. Ariel, Kingston, Ont. — "I handle cooked meats, bacon and sausage. The percentage of turnover in these compared with total turnover during the year is about 10 per cent., represented by $2,400. Yes, I find provisions a profitable line.

A. G. Arnold, Chandler, Quebec.—"I handle fresh meat, bacon and sausages. This represents about 1/8 or 12½ per cent. of my total turnover during the year, or one thousand dollars in meat and sausage alone. I find provisions a very profitable line."

Tignish Trading Co., Tignish, P.E.I.—"With regard to butter and eggs we handle these two lines for export and only in a large, cool cellar underneath the store premises. We ship eggs twice a week in hot weather and at other times once a week."

A Business of $8,000

F. & J. Morley, Sydney, N.S.—"I sell fresh meats, cooked meats and sausage. We have a special department for these which is in a separate store, one door north of the grocery store. The percentage of turnover in these, compared with the total turnover during the year is 33 per cent.; in dollars it is about $8,000. I find provisions a very profitable line if watched carefully."

James F. Miles, Sydney, N.S.—"I handle bacon and sausage. My department at present is small and we only handle sausages during the cold weather. Regarding butter, we sell this from a 5-tub refrigrator. Our climate only necessitates taking ice about three months in the year. Our eggs practically all come from outside points. We sell them out of baskets and use cardboard boxes containing one dozen each for delivering them by team with our order."

Candling of Eggs Not General

Merchants in Country Districts Assert They Are Willing to Accept Eggs on "Good Faith" for Greater Part of Year—Greatest Danger From Poor Eggs is in Months of June, July and December—Other Dealers Candle When They Think it Advisable—Special Egg Day Plan.

THE merchant in the small town has, as yet, not taken to candling his eggs as a general principle. From talks with grocers and general dealers in certain parts of the country the fact that they favor candling only during certain "suspicious" months became apparent. For the most part they prefer to leave it to the buyers. They assert that they stand to lose a certain percentage, but that it is cheaper to accept the candling of the buyers than to pay a man to do it for themselves. Quite generally the country merchant will not bother about getting bad eggs until the months of June, July and December come round. During June and July old nests are liable to be unearthed that had been hidden away by the hens. Farmers do not at all times know that they are old nests. Some of them—and they are in the minority—do know, however, but are not just in the mood for making a bold front and telling all they know. That would be giving away some of the secrets of their trade.

For the most part the merchant accepts the eggs on a chance that they are all right. He does not care to offend or ruffle the feelings of the farmer's wife by asking if the eggs are fresh. Large-hearted philanthropist that he usually is he treats his customers with a magnanimity of spirit that sometimes gets him trade—and bad eggs at the same time. He accepts the donations of the egg peddlers, and leaves it for the buyers to find out if he has been foully done by. In December there is always the lurking suspicion in the mind of the grocer that the eggs he is receiving may have been unearthed from the salt crock. To make sure, in occasional instances he does brave the situation and decides to have a look at the air space in the end of the egg.

Never Did and Never Will

"We have never candled eggs and we do not intend to start now," was the positive way one merchant stated his feeling toward the idea of candling. "The only time we have experienced any trouble is during December. A year ago last January, that is, in 1915, we lost considerable through eggs which had been sold to us as first class eggs. When the buyers came along they candled and found that there were many packed eggs in the lot. We were accordingly paid the price for packed eggs, which was five cents below the fresh-egg price. The highest price we have paid for eggs in this district is 35 cents during the past year. The lowest price reached during the year was in the summer of 1915 when the price was 17 cents. At the present time we are paying 20 cents a dozen. When the cash is asked for the eggs we pay 19c." This merchant is located in the Elora, Ont. district.

Another merchant in the same town does not bother with the candling of

his eggs at all. In another town a short distance away the merchants also refrained from candling. "We do not do any candling. We haven't the time. One of the problems which we have had to face recently is securing the right kind of help. I have raised one family. They have grown up and gone into other lines or enlisted. It seems impossible to get the proper help. It would seem that some of us will have to raise another family in order to get help," said one merchant.

"We candle our eggs during the months of June, July and September," stated another merchant. "I do not think it would pay to engage a man to candle eggs," stated still another merchant who conducts his business on the same street as the merchant quoted would raise strenuous objection if she were asked to wait until fifteen or twenty dozen eggs were candled. We stand to lose somewhat when the buyers candle, but we think it better to lose this way than to pay out money for a man to do it."

One Who Does Candle

Another merchant in the same town does not have any set rule for candling. He keeps his eagle brain alert and receptive and if a breath of suspicion blows across it he subjects the humpty-dumpties to the gruelling test of the candle. During September he candles quite generally. During the other months of the year he adopts a policy of watchful waiting.

It will be seen from the attitude of these merchants that they are not opposed to the candling of eggs. They do not follow the work out systematically because they consider their risk in certain months is comparatively small. They appear to be prepared to accept that risk and the loss attached thereto rather than go to what they oft-times consider a greater loss through paying an extra man to do this work. Their attitude toward the candling idea is acceptance of the principle and wisdom of it at certain times in the year. They do not undertake it more generally for another reason perhaps. They do not care to keep their customers waiting and there is always danger of friction if a few bad ones are found and it becomes necessary to reject or send them back in the basket. So they think the best policy for them is to accept a certain loss rather than lose a certain amount of custom.

Special "Good Eggs" Days

There are a number of merchants, of course, who firmly believe in the system of candling eggs and who are doing all they can to assist in the production of eggs of better quality in their district. One of these is Squire & Sons, Norwood, Ont This firm sets aside a number of days during the week of which it pays 2c per doz more for absolutely fresh eggs of all quality. This means that during these particular days the farmers bring in their eggs knowing that they are going to be candled and that if they are not good they are not going to get the 2c extra per dozen. Bert Squire stated to Canadian Grocer that this has a wonderful effect on the quality of eggs marketed in the Norwood district. In fact, it gets pretty nearly all eggs marketed before they have a chance of becoming stale. The extra 2c appeals greatly to the farmer and as Squire & Sons, have a good market in Montreal, they are able to get more for the eggs themselves. It is interesting to note that very few eggs are brought in the other days of the week. The system, too has the effect of teaching the farmers the advantage of quality in his products and goes a long way to assist in the production of better eggs as well as better butter.

A. J. McCrodan, Belleville, Ont., grocer is also a firm believer in buying eggs by quality. He makes it a point to pay for eggs as they are. He does not believe in paying for bad eggs and whenever farmers bring in eggs to him, they always know that they are going to be candled carefully.

Saskatchewan R.M.A. Programme

Questions of Vital Importance to Retail Trade Will be Taken up at Regina Convention, May 9-10-11—Mail Order Competition Problems to be Threshed Out—Prominent Speakers to Address Meetings

JUDGING by the program which has just been announced, the third annual convention of the Saskatchewan branch of the Retail Merchants' Association of Canada, should be even better than the two excellent conventions which have been held in the past. The convention will be held in the City Hall auditorium, Regina, on May 9, 10 and 11.

Among the important questions to be considered at the convention are, "How to meet mail order competition," "the handling of bankrupt stocks," "a produce clearing house," "the Bulk Sales Act," "pure food laws," "smuggling at border towns," "formation of a western board in connection with the association." The foregoing with other questions of vital importance to the retail trade, will be taken up and discussed at the convention by men who are actually engaged in business and who know first hand all about the many problems with which the retailer has to contend.

It is confidently expected that the attendance at the coming convention will be greater than the attendance at either of the previous conventions.

The Program

Tuesday morning, May 9, will be taken up with the registration of delegates, handing in railway certificates, and distribution of badges. The Resolution Committee will meet in the Board of Trade rooms at 10 o'clock.

The first business session will be called to order on Tuesday afternoon at 2 o'clock. Addresses of welcome will be delivered by Mayor Cowan, Mr. Styles, president Board of Trade, J. J. Polson, president Regina local association. A meeting with the wholesalers will be held from 3 to 4 o'clock.

At 4 o'clock President Maybee will deliver the president's address, followed by the reading of the secretary's and treasurer's reports.

At 8 o'clock, Tuesday evening, H. O. Roberts, Minneapolis, will deliver an address on "Co-operation for Credits and Cash." This will be followed by a discussion on points raised by the address.

Wednesday Meetings

On Wednesday morning from 9 to 10.30 a meeting of general merchants and grocers will be held for purpose of hearing address to be delivered by W. H. Ault, Department of Agriculture, Ottawa, and Professor R. H. Baker, of the University of Saskatchewan, Saskatoon. At 10.30, the first annual meeting of the Retail Merchants' Mutual Fire Insurance Company will be held and to which all members of the association will be invited to be present. The meeting will be addressed by J. L. S. Hutchinson, Saskatoon, president of the insurance company. The secretary-treasurer will read his report and two directors will be appointed.

If time permits the resolutions from the Resolutions Committee will be received and acted upon.

Wednesday afternoon at 2 o'clock the subject, "Mail Order Competition and

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Tea Consumption Bound to Increase

Development of Prohibition Movement Sure to Have This Influence, as it Has Had in Russia, France, and Britain—What Ban on Vodka Did to Russia—The Case of Absinthe in France—Increased Tea Trade for the Grocer.

Written for Canadian Grocer by Hugh S Eayrs.

THE movement towards prohibition, which is becoming nation-wide in Canada, is bound to increase the consumption of tea to a material extent.

This statement is alike the view of important tea men and the conclusion of argument based upon lessons drawn from Russia, France, and England, in all of which countries prohibition, to a greater or less extent, has become a fact.

In this paper recently the question of prohibition in Canada has been discussed from two separate angles; one was that it would boost enormously the cigar trade done by grocers in view of the fact that bars would no longer be open and selling cigars as a side line. The second article dealt with the increased sale for the grocer of light beverages, also as a result of the gradual adoption of prohibition.

Important as these two developments are to the grocer, the third result—that is, an increased consumption of tea because of the gain which prohibition has made in Canada—is equally important. Hence the statement which is the first sentence in this article.

The Case of Russia

Consider the case of Russia. Here we have a country which was given over in all classes of its society to the drinking of vodka. One has only to familiarize oneself with the Russia of the last quarter century to find out what a hold vodka had got on the country. But after the declaration of war, by a royal order vodka was eliminated, and tea men prophesied an increased sale of tea. Even they, however, were not prepared for the enormously increased consumption of tea in Russia. Up to that time Russia had not been, in the fullest sense of the word, a tea-drinking country. That is to say, tea was not drunk to anything like the extent pro rata in Russia that it was in England or even in Canada.

It may be comparable, perhaps, to the United States, as a tea drinking country. That was before vodka was prohibited. What has been the result of the banning of vodka in Russia? Figures are difficult to obtain, but it is no exaggeration to say that the result has been, looked at from the market point of view, so momentous that Russian consumption has been a chief factor in putting up the price of tea during the last year or eighteen months. This is the view of experts who are not unmindful of such other items as the freight situation, of crop conditions and of increased buying in other countries. But all these taken into consideration, it is still argued that Russian buying and Russian consumption has been the chief reason for the unheard of prices for tea which have obtained during the last eighteen months. There is no question that in Russia the increased consumption has been because tea is there a substitute for vodka. We want to make it quite clear for purposes of comparison with our own country later on, that this vastly increased consumption of tea in Russia would not have been an ordinary development. It is not the gradual growth in popularity of tea as a beverage produced from entirely natural causes. It is the result of the strong impetus which other beverages secured when vodka passed. One may say that when the royal ban was put on vodka the latter went out and in so doing gave a final kick which started the ball rolling towards an extensively increased consumption of tea. Petrograd correspondents bear this out repeatedly.

To begin with the great Russian army is drinking tea in the trenches. That alone would cause a much larger demand for tea than was the case in the time of peace. But accentuate this demand by the condition obtaining, i.e., that the Russians can get no vodka and you have the real reason for Russia's increased consumption of tea.

It is unnecessary to go into the question of tea drinking so far as it concerns the average man in the street in Russia. It is enough to say, which is a fact, that great as has been the demand for tea for men in the trenches that alone would not have caused the immense buying in which Russia has been indulging for the last eighteen months. It is the man in the street as well as the man at the front who is drinking tea much more extensively than heretofore. In fact, it is no exaggeration to say that while the British are the greatest tea drinkers in the world at present, and while after them come countries like Canada and Australia, Russia, if the increased popularity of tea drinking goes on as it has been doing for the last eighteen months, will soon find second place.

The Case of France

Consider the case of France. France was not a tea-drinking country. Anybody who has been in Paris will admit with a long face, that while the French know how to make good coffee they make comparatively speaking, poor tea. That is to say they did. The reason was simply that France was not a tea-drinking country, and tea there was a second beverage and not a first. Of the ordinary beverages, coffee stood first and tea second, and a poor second at that.

But there was another drink to which the Frenchman was attached, and that was absinthe. But shortly after the beginning of the war the ban was placed on this drink. You may not get absinthe in France to-day. What is the result? The one result so far as this article is concerned with which we need to bother was the enormous increase in the consumption of tea. This fact is borne out, as in the case of Russia, by the much enhanced buying which began by French merchants immediately after the ban was put on absinthe.

France has materially increased her purchases of tea during the last two years, notwithstanding the fact that she

HERE'S A SUGGESTION

Apropos the passing of the saloon and the increased consumption of tea, discussed in this article, the point is made that the closing of the bar may mean the introduction of the tea-shop. This latter is increasingly springing up in our cities and that without the impetus of prohibition. Given this extra reason, it is suggested that Canada may find a big increase in the number of cafes and tea shops, where those wont to fraternize at the bar may keep up the social link by drinking tea.

In this connection a prominent teaman in Canada writes us with the following suggestion:—

"Very many merchants might find it profitable to make a feature of serving afternoon tea and without doubt some who would be very favorably situated might open a small tea room to advantage, for instance, a store adjoining a once popular saloon."

is a coffee-drinking country. The increase in the sale of tea is a very significant percentage. Experts agree that this is practically altogether the outcome of two developments. One is the ban on absinthe, the other is the adoption of tea as the drink for the French soldiers. So far as the soldiers drinking tea in the trenches is concerned, this, of course, is an important item, and has certainly had a marked influence, but it is questionable whether even that is more pronounced in its effect upon tea markets from France's angle than the elimination of absinthe.

The Case of England

Turn to the case of England, always a tea-drinking country. Consider that there also John Barleycorn has been brought partly to his knees and robbed of a great deal of his potentiality. Consider the limited hours during which a man may drink now in England and the vastly decreased sale of liquor and beer in the old country to-day compared with this day two years ago. True, the consumption of tea in England is always on the increase. True, too, that during the war more tea is required for the same reason that Russia and France requires it, for drinking in the trenches.

These things are conceded, but it is also true that not all these two facts would explain entirely the increase in tea-drinking in England during the last two years. What is left? Simply the supposition that the limited and decreased sale of liquors and beer has been responsible for a certain defined percentage increase in tea-drinking in England.

Consider these three facts together:

(1) Russia banned vodka, and tea sales jumped enormously.

(2) France banned absinthe and though not a tea-drinking country, its adoption of tea as a beverage was pronounced and noticeable.

(3) Limitation of the sale of liquors and beer in England has done its share towards a much greater buying power for tea-drinking in England during the last eighteen months.

The Case of Canada

Now then consider the case of Canada. There will be only two provinces in this country which, after September of this year will be 'wet.' They are British Columbia and Quebec. Prince Edward Island is dry at present; so is Nova Scotia with the exception of Halifax which has about another week in which to get dry; so practically is New Brunswick; so will be Manitoba; so is Saskatchewan; so is Alberta, and so by the 16th September of this year will be Ontario.

That simple statement with regard to those provinces shows the tremendous gain made by prohibition in this country during the last year or so. Consider then that after September only two provinces in Canada will still be drinking strong drinks and that in both of those provinces a great deal of headway has been made with a view of bringing them in line with the rest of Canada.

Take this situation and balance it up with the situation in Russia, in France and in England to-day. What's the answer?

Here's the Answer

Simply this. If prohibition has boosted the sale of tea to such an extent in Russia; if prohibition of one drink has boosted the sale of tea so much in France; if anti-liquor legislation, small as it has been in England, has had an appreciable effect on tea-drinking in England, is it not reasonable to suppose that when province succeeds province in Canada in adopting prohibition, the consumption of tea will materially increase?

Indeed, it is a foregone conclusion.

A Social Custom

We must remember that tea-drinking is largely a social custom. In addition to tea being a staple for the table, the use of tea to an appreciable extent is as a social link. That is exactly what liquor has been. The chief reason why so much liquor has been drunk is that it is a social link, a producer of camaraderie. When this social link—the buying and drinking of intoxicants — disappears, something must fill its place. In this connection the words of a prominent tea man in Canada to the writer are as follows:—

"Tea seems to partake of the character of a social beverage more than any other non-intoxicant, and we quite expect that when prohibition comes into force we shall see numerous saloons converted into tea-shops, and we feel certain the social custom of afternoon tea will gradually become as general here as in the Old Country. It will help to maintain prohibition when the war is over. A very considerable increase in the consumption of tea, must be the result.

Right there is an important fact. It is a point that the grocer should think over, and on which he should convince himself, because it is going to mean bigger trade for the grocer. Tea in England has become a social custom, a social heritage. England is indeed the great tea-drinking country of the world, and Englishmen the world over are teased about their propensity for taking 'a bit of tea.' In this connection again we would quote from a tea man in Canada:

"You can doubtless remember within a very few years that a tea-shop could not be found in Toronto, but there are now probably well up to a score. Then, if you have visited the Old Country you have seen how very numerous the tea-shops are, afternoon tea having become a truly national custom. We know that the yearly report of some of the wine and spirit merchants in the Old Country complain that the use of wine and spirits has been materially curtailed by the multiplying number of tea-shops."

The Squeezing In of Tea

This tea man is right. One of the most important commercial developments of our time has been the squeezing out of liquor and the squeezing in of tea. This is abundantly proved in England to-day. In some sort it is proved in Canada. The time of its further and undeniable proof is coming within the next year or so.

This condition is an important thing for the grocer. It is going to mean increased sale and increased profit. The grocer should be turning this over in his mind. Figure out for yourself the case of Russia, France and England as put before you in this article, and figure out the points of similarity between those three countries and Canada in this matter of tea consumption.

And you will see that prohibition is bound to boost sales of tea.

SASKATCHEWAN R.M.A. PROGRAMME

(Continued from page 116.)

how it should be met," will be discussed. Mail order competition is one of the most serious problems with which the retail trade is confronted to-day. The officers of the association have given a great deal of thought to the subject and will have some comments to make which should be heard by every retailer in the province. It is stated by those in a position to know, that it will be well worth attending the convention to hear this discussion alone. It is expected that this subject will take up the whole afternoon.

On Wednesday afternoon H. O. Roberts will address the convention on the subject, "Community Interests." The discussion will be followed by a discussion and announcements.

Thursday Meetings

A meeting of the hardware trade section will be held on Thursday morning from 9 to 10 o'clock, to hear an address by H. O. Roberts.

Thursday afternoon from 2 to 4 o'clock resolutions will again be considered, and at four o'clock the election of officers for the ensuing year will take place. The time and place for the next convention will also be decided at this meeting.

On Thursday evening an informal luncheon will be tendered the visitors by the Regina local, at which there will be a number of speakers of note.

The foregoing synopsis of the convention program is sufficient to show that the convention will be a business men's convention throughout and one that few can afford to miss.

Why Cocoa Butter Is Dear

War Has Cut Off Supplies From Holland, Where There is Now an Embargo—Cocoa Butter is Used in Manufacture of Sweet Chocolate, and Consumption of Sweet Chocolate is Increasing Rapidly in Canada and United States—How Cocoa Butter is Made.

RETAILERS, and particularly those who are interested in chocolate confectionery, will find upon study a very interesting situation in regard to cocoa beans and cocoa butter—used so much in the manufacure of sweet chocolate confectionery.

In the first place, the trade well knows that cocoa and chocolate are products of the same raw material—that is, cocoa beans. These beans come from various countries, including the West Indies, Trinidad, Africa and the East Indies. In producing cocoa and chocolate, the cocoa beans undergo several changes in the process of manufacture. In every good manufacturing plant the beans are first inspected, then sorted and cleaned. They are then emptied into a large roasting machine, and the roasting process brings out the delicious flavor singular to cocoa and chocolate. The beans are then placed in a machine, which cleans and removes the outer shell and eliminates all small particles of dust, at the same time cracking the beans into what are known as cocoa nibs. These cocoa nibs are then ground between stone grinders. It is a somewhat peculiar fact that when the beans are ground warm they grind to a liquid condition somewhat thicker than maple syrup. The reason is because the cocoa beans contain so much natural oil or cocoa butter. The ground cocoa beans are known as chocolate "liquor." This chocolate liquor is placed in large and powerful hydraulic presses, which separate the cocoa butter from the solids. The solids remain inside the presses, and this is nothing more or less than pure cocoa, which when ground into powder is ready to be packed in the small tins which the retailer sells over his counter. The cocoa butter is run off into receptacles, and when it solidifies, looks not unlike dairy butter.

In the pressing of the chocolate liquor about 40 per cent. of cocoa butter is obtained and about 60 per cent. of cocoa.

The great use for cocoa butter is in the manufacture of sweet chocolate. Sweet chocolate is made from chocolate liquor, with sugar added. A considerable percentage of sugar is required to sweeten this chocolate liquor, and in order to incorporate the sugar with the chocolate liquor some cocoa butter must always be added.

The consumption of sweet chocolate in Canada and the United States is increasing at a tremendous rate, and, as



This is an illustration of a cluster of pods containing cocoa beans.

already explained, in order to make sweet chocolate, cocoa butter is required. Of course, when the chocolate manufacturer presses chocolate liquor, he produces some cocoa butter, but the amount he produces is not sufficient for his requirements in the production of sweet chocolate. The question then arises, where does the manufacturer look for cocoa butter for his requirements?

In Europe, particularly in Holland and Germany, there is a tremendous consumption of cocoa as a beverage, and the consumption of sweet chocolate is to a certain extent limited. As result of this the manufacturers in Holland and Germany produce a surplus of cocoa butter which in the past has been exported to Canada and the United States. Owing to the war this source of supply has been eliminated, and Canadian and United States manufacturers have had to produce their own cocoa butter.

Prior to the war our big source of supplies of cocoa butter was Holland, some being secured in England and some in Germany. For instance, in 1910 Holland exported no less than 4,371 tons of cocoa butter; in 1913 she exported 7,159 tons; and in 1914, 6,345 tons. Now, however, Holland has placed an embargo on exports of cocoa and cocoa butter, which causes a still further difficulty in the cocoa butter situation. In June, 1914, that is prior to the war, cocoa butter could be laid down in Canada from the outside market at around 29c per pound. In the fall of 1914 the price advanced to about 36c, whereas to-day the price for United States butter is about 40-41c, in addition to the duty and freight. The last quotation received from Holland prior to the embargo was 42c c.i.f.

The Canadian and United States chocolate manufacturers, who have a large output of cocoa powder, are producing a lot of cocoa butter, but barely sufficient for the requirements of the manufacturers of sweet chocolate confectionery. The result is cocoa butter is becoming dearer and dearer, and until Canada and the United States can get supplies from Europe, the situation will become still more acute.

MAPLE SYRUP SHORT IN BRANT COUNTY

Reports from the maple syrup and sugar producing sections of Brant county, Ontario, show that the quantity of syrup and sugar obtained this season has been small. The sap running season was late and conditions were unfavorable for many days during the time that the run was nominally on. The quality of the sap in this district is also reported as hardly up to standard. In consequence there will be a dearth of maple sugar and syrup from this particular district of Ontario, which ordinarily produces a considerable quantity. There is some sugar and some syrup reaching the dealers in the Brant county section, but the quantities are small and the article hardly measures up to the product of a good syrup year.

A civil engineer who was building a railway in Mexico, the Youth's Companion says, was trying to show a native how much the new railway would benefit the country.

"How long does it take you to carry your produce to market at present?" he asked.

"With a mule it takes three days," was the reply.

"There you are!" exclaimed the engineer. "When the new railway is in operation you will be able to take your produce to market and return home the same day."

"Very good, senor," was the placid reply, "but what shall I do with the other two days?"



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec and Maritime Provinces

The first session of the St. Hyacinthe Butter and Cheese Board was held on April 22.

The Quebec Agricultural Co-operative Society held the first auction sales of the season on April 22.

Mrs. M. Lafontaine, of Three Rivers, Que., grocery, has suffered loss and damage by fire, partly covered by insurance.

J. E. Pollard, Montreal manager of the Quaker Oats Co., left early this week for the head offices of the company in Peterborough, Ont.

Chas. Chaput, president of Chaput Fils & Cie, accompanied by Mrs. Chaput, returned early this week from New York after a five weeks' stay at Atlantic City.

T. J. Kavanagh has opened up the Kavanagh Provision Co., in Montreal, as successor to the Matthews Blackwell Co. (retail store), of which he was manager for fifteen years.

Quebec farmers have up to date sent in nearly three times the amount of maple sugar and syrup that was contributed last year to the Red Cross for use abroad. Last year's contributions totalled 1,000 gallons of syrup and 4,000 lbs. of sugar.

The question has been agitated for the Canadian Fisheries' Association to hold their next meeting in Vancouver, and J. A. Paulhas, chairman of the Publicity Committee of the Association, has received some communications from the West bearing on the matter and same is being taken under consideration.

At the last monthly meeting of the Halifax Grocers' and Butchers' section, of the Retail Merchants' Association, the question of the Wednesday afternoon half holiday was discussed thoroughly, and the following resolution was passed: "That all grocers and butchers stores in the city be closed Wednesday at 12.30 o'clock p.m., beginning the 3rd day of May and continuing same till the last Wednesday of October, both days inclusive. A petition will be presented to every grocer and butcher in the city for his signature. The "daylight saving plan" was brought up for discussion, and a resolution unanimously passed, that the clock be advanced one hour, as the meeting felt it would be in the interest of the trade as well as in the best interest of all, to have this done. A copy of the resolution was sent to the Board of Trade to ask their co-operation and support to have this brought about.

Ontario

T. H. Graham, grocer, of Toronto, has sold out.

T. B. Newton, of Orillia, Ont., grocer, has passed away.

J. Heald, grocer, of Fort William, Ont., has added meats.

THE HONOR ROLL

Major D. W. Walker, whose portrait is shown here, is the son of G. W. Walker, of Hugh Walker & Son, wholesale fruit merchants, Guelph, Ont. Major



Major D. W. Walker, Guelph, Ont.

Walker is now officer commanding 64th Battery, C.F.A., C.E.F. He graduated from the Royal Military College, Kingston, in 1908, and has kept in touch with military affairs more or less ever since.

S. E. Lyons, of Toronto, grocer, has sold to Simon Mahony.

Iva M. Horwood (the Horwood Grocery Co.,) of Toronto, has sold to W. Werrin.

James W. Whaley, grocer, Ontario St., Stratford, Ont., has sold to Thos. Mulhall.

J. F. Lewis has opened a grocery store in south eastern part of London Ont.

Mrs. J. R. Hill has opened a grocery store corner of Tovel and Chesely Ave., London, Ont.

Pordage & Dunsheath, of Toronto, confectioners and grocers, have sold to Mrs. A. Emery.

The Standard Grocery is the name of a new firm that has opened a grocery store on Dundas St. East, London, Ont.

Smith & Cuthbert, of Welland, Ont., groceries and meats, are succeeded by Mr. Smith, the partnership being dissolved.

Summer Bros., grocers, cor. Dundas and Maitland Sts., London, Ont., have bought out H. Fountaine, grocer, 582 Adelaide St. and intend to run the two stores.

J. H. Carrol, grocer, Thorncliffe road, London, Ont., has sold his store and dwelling to J. Ball and his grocery stock to F. Scott of St. Thomas who is moving to London to conduct the business.

Ed. Noel, grocer, corner Burwell and York Sts., London, Ont., has leased the store lately occupied by the Kerr Grocery, corner Dundas and Maitland Sts., and intends moving his stock and fixtures over there.

Western Canada

M. Hervo, grocer, of Fort Garry, Man., is succeeded by Jules Clayes.

H. W. McLeod, confectioner, of Neepawa, Man., is succeeded by J. W. Campbellford.

Saunders Bros., Ltd., are succeeded in their grocery business by W. M. Stinson, Moose Jaw.

Hardy & Buchanan, grocers, of Osborne Street, Winnipeg, have installed a motor delivery.

W. C. Cruickshank, confectioner, of McAuley, Sask., is reported to be succeeded by W. M. Benson.

Robt. Edgar, formerly with Clark Bros. & Co., Winnipeg, has been appointed city manager in the paper department of Tees & Persse, Winnipeg.

D. L. Paulin, who has been connected with the Scott Fruit Company, Brandon, Man., for the past ten years, has been transferred to the Edmonton branch to take the position of manager there.

Sugar and Canned Goods Higher

Ten Cent Advance in Refined — Tomatoes, Corn and Peas Up — Rice and Tapioca Firm and Tending Upwards—British Goods Hard to Get—Dried Fruits Firming Up at the Coast.

Office of Publication, Toronto, April 27, 1916.

ALL indications point to a marked increase in the price of canned goods, both fish and vegetables. So far as the latter are concerned the market has been firming up for some time and tomatoes, peas and corn are all quoted higher this week by wholesalers. One of the chief reasons for a continued shortage in canned vegetables is the scarcity of labor on the farms. Apparently farmers and vegetable growers generally do not see their way to taking care of a great harvest of this kind in the fall and are therefore not expected to plant much. A general scarcity in spot stocks of the three vegetables mentioned is apparent from coast to coast, and all markets are firming up now. There have been two or three advances within the last month or so; one last week of 5c in tomatoes and 2½c in corn and peas. Canned salmon is also firming up and advancing, particularly in the Montreal market. Apparently stocks are scarce, as buying is heavy, because stocks in retailers hands have been depleted.

Butter appears definitely to be on the toboggan. Prices went down with a bump this week and creamery is quoted a couple of cents lower than last week. The make is said to be unusually large and demand rather dull for the time of the year. Creamery butter is of very fine quality, but even at that is not fetching high prices. The fact of the matter is, produce men say, that butter has definitely started on its downward trend and will go on getting lower until it touches the bottom. On account of the pronounced easiness in butter, cheese has firmed up and is quoted a trifle higher this week. Domestic demand is not heavy, but export demand is, and the boards all report firmness and strength above what we have been accustomed to for the last four or five weeks.

New-laid eggs are now coming in very freely and apparently the supply is well able to take care of the consumption. In addition to this it is said that egg men will soon be putting eggs away for storage. Deliveries are heavy and demand right now will not be as heavy as during the days of Lent.

The lapsing of Lent has affected several lines, one of which is pork products. Breakfast bacon, the sale of which, together with cooked meats, is somewhat curtailed in Lent, has been boosted this first week after Lent and a firmness from the supply point of view added to this extra demand has meant an advance in price. The pork product market generally is fairly firm with many lines a little higher. Hogs, on the other hand, are a trifle easier.

Sugar keeps up its reputation and once more is up ten cents. The situation is very firm.

Markets in Brief

QUEBEC MARKETS.

FRUITS AND VEGETABLES—
- Apple market improving.
- Tomatoes higher and cabbage lower.

PRODUCE AND PROVISIONS—
- Bacon and hams higher.
- Butter and eggs weaker.
- Lard and compounds firm.

FISH AND OYSTERS—
- Lobsters lower.
- More fresh fish coming.
- Western halibut coming in and higher.

FLOUR AND CEREALS—
- Flour lines quiet and unchanged.
- Cereal trade well over.

GENERAL MARKETS—
- Sugar higher.
- Currants up.
- Canned goods higher.

ONTARIO MARKETS.

FLOUR AND CEREALS—
- Ocean freight lower.
- Oats firmer all round.
- No change in flour.
- Feeds dull again.

FISH AND OYSTERS—
- Fresh lines getting lower.
- Whitefish good seller.
- Haddies easier.
- Cured lines slow.

PRODUCE AND PROVISIONS—
- Breakfast bacon higher.
- Butter on toboggan.
- Cheese up a trifle.
- New laids down slightly.
- Honey prices up.

FRUIT AND VEGETABLES—
- Oranges at wider range.
- Strawberries lower.
- Endive now selling.
- Head lettuce up.

GENERAL GROCERIES—
- Sugar up ten cents.
- Canned vegetables higher.
- Tapioca advancing.

MANITOBA MARKETS.

FLOUR AND CEREALS—
- Wheat quiet again.
- First patents still $6.60.
- Domestic flour quiet.
- Feed market firmer.

FISH AND POULTRY—
- Halibut and salmon arrive: selling 15c and 21c per lb.
- Haddies arrive, 12c per lb.
- Little poultry offered.

FRUIT AND VEGETABLES—
- Strawberries moving well.
- Cabbage arriving freely.
- Onion market strong again.
- Rhubarb selling $2.25 case.

PRODUCE AND PROVISIONS—
- Eggs still selling 21c.
- Receipts fell off last week.
- Hogs touch higher level.
- Meat products advancing.
- Decline in cheese of ¼c.

GENERAL GROCERIES—
- California dried fruits up.
- Canned tomatoes advance 2½c.
- New crop currants higher.
- Further advance in sugar.
- Bigger demand for corn syrup.

Quebec Markets

Montreal, April 27.—Opening of navigation is being pushed and holds first interest in local trade. Embargoes have all been lifted, and railroad shipments have resumed their normal course. Weather has been variable and detrimental to development of seasonable demand. General trade continues very satisfactory. Steady increases and prompt settlements are feature of trade. Maple syrup crop is short and below last year's grade. Sugar is higher and very firm, and is affecting grocers' sundries, such as jelly powders, orangeade, lemonade powders, etc. English grocery sundries, such as pickles, jam, etc., show further firmness. Vinegar has declined in price following recent advance, and is now offered at 23c a gallon. Export trade in canned goods has strengthened this line all around and general advances have occurred. Fibre used in manufacture of pails, tubs, etc., has been increased 10 per cent. Imported candles are up 1c per lb. Limburger cheese is out of market. There is a more or less general advance of Canadian-made biscuits of from ½c to 1c per lb., and some grades of

baking powder show a general advance of 5 per cent.

SUGAR.—Following advance of all American refiner to $7.40 early in the week, local interests that have maintained the higher level of prices for a month past advanced another 15c, basing the change on the movement of prices for raws, of which large sales have been reported at the 5¼c, with 5½c prices asked for Cubas. Other refiners followed later in the week with a 10c advance, so that extra granulated in 100-lb. bags is selling for $7.85. One large American refiner has advanced prices to $7.50, and market is very firm. Local market is strong, and buying is limited, as buyers seem full up. Some sugar is still being delivered on old basis of prices and a fair amount of stocks bought on the old basis are reported to be on hand. Current buying is free from speculation, and is of hand-to-mouth order, based upon absolute needs only.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	7 85
20 lb. bags	7 95
2 and 5-lb. bags	8 15
Extra Ground Sugars&	
Barrels	8 20
50 lb. boxes	8 40
25 lb. boxes	8 60
Yellow Sugars—	
No. 1, 100 lb. bags	7 45
Dark yellow, 100 lb. bags	7 25
Bright yellow, bbls. only, cwt.	7 70
Powdered Sugars	
Barrels	8 00
60 lb. boxes	8 20
25 lb. boxes	8 40
Paris Lumps—	
100 lb. boxes	8 45
50 lb. boxes	8 55
25 lb. boxes	8 75
Crystal Diamonds	
Barrels	8 45
100 lb. boxes	8 55
50 lb. boxes	8 65
25 lb. boxes	8 85
Cartons	9 15
Half cartons	9 75
Crystal Dominoes, cartons	9 25

MOLASSES AND SYRUP.—Market remains unchanged, with no feature of interest to report since last week, except for a slightly easier feeling occurring that is based on expectation of increased receipts when the through freight route from the Barbadoes to Montreal is established by middle of May, according to present reports. There has been a slight increase in arrivals, but as a whole market remains quite bare of stock and without exception arrivals go into immediate consumption.

Following abnormal demands developed by Lenten season, syrup manufacturers are now shipping on a larger scale, and trade is being well cared for. Arrival of new crop of maple syrup has materially aided situation. Crop reports now establish the fact of a short maple crop as well as inferior quality, as compared with last year. Strictly first-class syrup is selling for $1.50 Imperial gallon, and sugar at from 15c to 16c a lb.

	Prices for Fancy.	Choice. Island of Montreal.
Barbadoes Molasses—		
Puncheons	0 57	0 49
Barrels	0 60	0 52
Half barrels	0 62	0 54

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups— m	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04½
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 5¼c; ½ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80

DRIED FRUITS.—California seedless and seeded raisins and muscatels of new crop have advanced ½c in primary market, and prices issued by independent packers only in California have advanced that much all around, although on other lines prices remain the same as far as the Fruit Growers' Association, which controls 90 per cent. of trade, is concerned. Stocks are reported light and market firm. A better demand is evident locally in most lines owing to the depletion of stocks. Prunes, apricots, apples and peaches are selling unusually well. Evaporated apples show weakness.

Currants are up 1c in primary market, and prices are being advanced to wholesale trade to 12½c and 13½c in 1-lb. cartons. Insurance rates have advanced to 15 per cent., as against the rate of 4 per cent. a few weeks ago. Dates are scarce and higher.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	....	0 09½
Apples, choice winter, 50-lb. boxes	....	0 09
Apricots	0 14	0 15
Nectarines, choice	....	0 11¼
Peaches, hoice	....	0 08
Pears, choice	....	0 13¼
DRIED FRUITS.		
Candied Peels—		
Citron	0 22	0 23
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	....	0 11½
Filiatras, packages, new	....	0 12½
Dates—		
Dromedary, package stock, old, pkg.	....	0 09
Fards, choicest	....	0 12½
Hallowee, loose, new	....	0 07½
Hallowee, 1-lb. pkgs.	0 07½	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11	0 12
40 to 50, in 25-lb. boxes, faced	....	0 10¾
50 to 60, in 25-lb. boxes, faced	....	0 10
60 to 70, in 25-lb. boxes, faced	....	0 09½
70 to 80, in 25-lb. boxes, faced	....	0 09
80 to 90, in 25-lb. boxes, faced	....	0 08½
90 to 100, in 25-lb. boxes, faced	0 08	0 08
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels, loose, 3-crown, lb.	0 08¾	0 09
Muscatels, 4-crown, lb.	....	0 09½
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 10½	0 11
Choice seeded, 16 o. pkgs.	0 10¼	0 10½
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

SPICES.—Market as a whole shows a slight weakness since last week, particularly in peppers and cassias, following arrival of large stocks in New York and Pacific Coast points. Change, however, is not wholly reflected on local market. Grated nutmegs have advanced 10c, and are now offered at 50c a lb. Grinders are behind on orders chiefly owing to difficulty of procuring cartons and other packing material. Stock in wholesalers' hands is said to be fairly large as result of earlier purchases made on the rising market prevailing previously.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	....—0 16	....—0 09	....—0 23
Cassia	....—0 29	....—0 85	....—0 35
Cayenne pepper	....—0 28	....—....	....—0 35
Cloves	0 30—0 32	....—0 90	....—0 39
Cream tartar—55 to 67c.			
Ginger, Cochin	....—0 22	....—....	....—0 29
Ginger, Jamaica	....—0 26	0 90—1 00	....—0 31
Mace	....—0 80	....—....	....—1 00
Nutmegs	0 45—0 45	....—0 45	....—0 80
Peppers, black	....—0 28	0 85—0 90	..—0 26
Peppers, white	....—0 35	1 15—1 20	....—0 37
Pastry spice	....—0 22	0 95—1 20	....—0 29
Pickling spice	0 16—0 18	....—....	....—....
Turmeric	0 21—0 23	....—....	....—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamom seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	....	12-15

RICE AND TAPIOCA.—Rice market remains unchanged in price, with increasing firmness occurring owing to increasing shortage of tonnage. Demand is only normal and restricted by high prices. Dealers appear to be running on orders booked before recent advance.

Tapioca remains unchanged, scarce and high. Arrivals are now taking care of demand, which has been curtailed by price.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	4 30
"C.C."	4 10
India bright	4 45
Lustre	4 50
Fancy Rices—	
Mandarin, Patna	4 60
Pearl	5 10
Imperial Glace	5 80
Sparkle	6 40
Crystal	5 70
Snow	5 30
Ice drips	5 40

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

	Per lb.	
Imported Patna—		
Bags, 224 lbs.	....	0 06
Half bags, 112 lbs.	....	0 06½
Quarter bags	....	0 06¾
Velvet head Carolina	0 08	0 09
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 11	0 12
Seed, lb.	0 10½	0 11

DRIED VEGETABLES.—Market is unchanged, steady and firm, with normal demand except in dried beans, which are selling fairly well in spite of high prices.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 30	4 45
Canadian, hand-picked	4 90	5 10
Canadian, 5-lb. pickers	....	4 10
Yellow eyes, per bushel	....	4 20
Lima, per lb.	0 08	0 08¼
Peas, white soup, per bushel	3 00	3 25
Peas, split, bag, 98 lbs.	....	6 00
Barley, pot, per bag	....	3 00
Barley, pearl, lb.	0 04½	0 05

NUTS.—Local prices are unchanged, but cable advances on shelled walnuts report advances on last week's prices. Demand in primary market for shelled almonds and walnuts is stated to be inactive, but stocks are so reduced and new crop so seriously damaged that both lines are firm. Normal trade is passing, and other factors remain as before.

Almonds, Tara, new	0 15	0 15½
Grenobles	0 16	0 16½
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 35	0 36
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 14½	0 15
Filberts, shelled	0 32	0 34
Pecans, large	0 18	0 19
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 08¼	0 12½

TEA.—Market remains unchanged in price and ruling factors, but feeling is one of greater firmness. Local and outside demand is increasing as stocks become further depleted. London prices are higher and tea is becoming hard to procure in outside market. Local importers have been able to hold off on their purchases because of large stocks that were bought on basis prevailing last fall, but new booking will be at prices

ruling at outside points. Present basis of prices on local market may be disturbed.

COFFEE.—Market remains without change, with no feature of interest to report. The slight firmness of market, reported from primary points, has not been reflected locally. Volume of sales continue to be very satisfactory, and have steadily increased since first of year, with no speculative tendency evident. Market is steadier than a few months ago, when there was slight tendency on part of trade to stock up.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 17	0 19
Java, lb.	0 31	0 33
Maracaibo, lb.	0 22	0 23
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 17	0 20
Santos, lb.	0 21	0 23
Chicory, lb.	0 12	0 14

CANNED GOODS.—Increase of firmness in last two weeks has culminated in general advance of 5c a dozen on tomatoes, which are generally at $1.05 and $1.07½ for standard brands in 3-lb. sizes. Peas have advanced 2½c per doz. There has been an inclination on part of wholesale and retail trade to buy heavily in view of prevailing conditions and probability of packing difficulties on new crop as result of labor scarcity and advance in tin and other packing material. Considerable disparity of prices continue to exist in wholesale way as a result of presence of limited quantity of stock bought on old basis. All canned goods are firm and feeling is increased by abnormal export trade. Increasing firmness of sugar is adding to feeling in case of canned fruits and jam, both domestic and English.

Canned salmon is firm, and feeling is being maintained by depletion of old stock, which is leading to slight speculative interest in 1916 crop.

All fish lines continue to reflect firmness as result of army orders.

Ontario Markets

Toronto, April 27.—The firmness in such English products as still find their way to this market continues. In most cases, of course, British importations are not to be had. In others, there are only very limited stocks, which sell at inordinately high prices. There is a certain call for such et ceteras as pickles, pastes, jams and the like, and wholesalers lucky enough to have stocks can make good on them.

A typical instance of the difficulty of obtaining importations is that of wholesaler who ordered a supply of mustard. The English manufacturer was unable to fill the order, and turned it down!

Apropos the firmness and advancing tendency of hog products, it is interesting to see that, according to an authority, the real cause is the demand for hog products for export. Farmers very naturally are taking advantage of the high record price prevailing, with the result that a shortage of hogs is likely to exist for some time, and this will have a tendency to keep up the price. As readers will see, several hog products are higher this week again.

It is reported that another sugar company in Canada—the Canada Sugar Refining Co.—has received an order for 5,000 tons of granulated sugar from the British Sugar Commission. It will be remembered that recently the Atlantic Sugar Refineries received a similar order. These orders have an undoubted effect on sugar prices. The firms concerned are naturally not quite as strong competitors for ordinary business, now that they hold contracts for overseas delivery, as they would be were they alone aiming to supply the domestic demand.

SUGAR.—Refined prices are up 10c this week. Readers would now almost be disappointed did they not see an advance at least once a week!

This particular increase occurred in what is an unusual manner. Within twenty-four hours, refined was advanced 15c; came down 15c; and went up 10c. It is there at the enhanced price of $7.91 at time of writing. It may be up before this is in print. Anything may happen in the sugar market these days.

Apparently the nucleus of the advance was New York's unprecedented trading in raws; futures, of course. This was speculation, but so heavy was the buying that refined in New York advanced 15c. Toronto, as usual, followed suit. Refiners in Canada are short. The situation still remains strong. There is just as much reason for further advances today as ever there was.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	7 91
20 lb. bags	8 01
10 lb. bags	8 06
2 and 5-lb. cartons	7 81
Nova Scotia refined, 100-lb. bags	7 81
New Brunswick refined, 100-lb. bags	7 91
Extra Ground Sugars—	
Barrels	7 91
50 lb. boxes	8 31
25 lb. boxes	8 61
Powdered Sugars—	
Barrels	8 11
25 lb. boxes	8 51
Crystal Diamonds—	
Barrels	9 46
100 lb. boxes	8 56
50 lb. boxes	8 66
Cartons (100 to case)	9 51
Cartons (50 to case)	10 61
Crystal Dominoes, carton	9 86
Paris Lumps—	
100 lb. boxes	8 56
50 lb. boxes	8 76
25 lb. boxes	8 76
Yellow Sugars—	
No. 1	7 21

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

SYRUPS AND MOLASSES.—No new feature presents itself. The situation in molasses is firm and strong, depending for its strength largely on the scarcity of freights.

All syrups have average demand. The recent advance has had no effect on trading.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls....	0 04½
Pails, 38½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 60
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, 1b., 4¾c; ½ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80
Molasses—	
Fancy, gallon	0 60 0 65
West India, bbls.	0 34 0 37

SPICES.—Many lines have eased a little, temporarily, no doubt, through arrival in New York of fresh supplies. Prices, however, are not appreciably lower here, and the weaker feeling is regarded as a temporary condition only. Naturally replenished stocks in New York has meant elimination, for the present, of speculation. The feeling is, however, that as soon as stocks get low again the market will firm up. There is nothing very new in demand. Peppers, black and white, and cream of tartar are called for chiefly.

Spices—	Compound, per lb.	Pure, per lb.
Allspice, ground	....—0 20	0 17—0 19
Allspice, whole	....—....	....—0 15
Arrowroot	....—....	0 15—0 20
Bay leaves	....—....	....—0 20
Bicarb. soda	....—....	....—0 23½
Caraway seeds	....—....	....—0 25
Cassia, whole	....—....	0 26—0 32
Cassia, ground	0 16—0 18	0 26—0 34
Cayenne	....—....	0 30—0 35
Cayenne, Jap. chillies	....—....	....—0 40
Celery seed	....—....	0 45—0 50
Celery salt	....—....	0 30—0 35
Celery pepper	....—....	0 30—0 35
Cinnamon, Batavia	....—....	0 30—0 40
Cloves, whole	....—....	0 40—0 45
Cloves, ground	0 18—0 22	0 35—0 45
Coriander seed	....—....	0 12—0 13
Cream of tartar	0 25—0 30	0 48—0 52
Curry powder	....—....	0 30—0 35
Ginger, Cochin	0 15—0 17	0 22—0 25
Ginger, Jamaica, ground	0 18—0 21	0 25—0 30
Ginger, Jamaica, whole	....	0 28—0 30
inger, African, ground	....—....	0 14—0 18
Mace	....—....	0 85—1 00
Mustard, pure	....—....	0 28—0 30
Mustard seed	....—....	0 20—0 25
Nutmegs, brown, 64s, 55c; 80s, 45c; 100s	....—....	0 35—0 40
Nutmegs, ground, hulk, 30-35c; 1 lb. tins	....—....	0 37—0 42
Pastry spice	....—....	0 25—0 30
Paprika	....—....	0 35—0 40
Peppers, black, ground	0 14—0 18	0 25—0 30
Peppers, black, whole	....—....	0 24—0 29
Peppers, white, ground	0 19—0 24	0 35—0 40
Peppers, white, whole	....—....	0 30—0 35
Pickling spice	....—....	0 18—0 23
Sage	....—....	0 45—0 50
Saltpetre (chili)	....—....	....—0 10
Thyme	....—....	....—0 26
Turmeric	....—....	0 20—0 22

TEA.—The trade over the week end was in holiday mood, so far as London is concerned, and no auctions were held, to give a cue to the market condition. In mail advices which deal, of course, with conditions of a couple of weeks ago, it is stated that auctions in London were on a much larger scale, but demand was so big that the trade could handle all that was offered. All grades continue, week by week, to sell a little higher, and there is no doubt that the trend is still upwards. This also applies to Ceylons.

Locally, there is no new feature. Buying continues apace.

DRIED FRUITS.—Generally speaking, opening prices on most dried fruits are not yet public but a number of packers are ready to make contracts at definite figures. Both apricots and peaches are in this condition and prices are regarded as moderate particularly when the undoubted damage that has been done to this season's crop is taken into consideration. There is a good deal of discussion as to how prices will even-

tually turn out. It is argued that there will be ample fruits for domestic use if, as is expected, exports are cut down somewhat, by embargoes. Spot prices, of course, are very stiff and this may have an influence on futures. So far as this partieular market is eoneerned peaches and aprieots are both very firm. Peaches are on the basis of 8e; we quote 7½ to 8c to eover all sellers.

Currants are strong on the spot. New York is very firm. High prices prevailing in Greeee restrict imports somewhat. Demand is only fair to middling. The strength is in the supplies situation.

Future prices on raisins bear out our eontention of high prices this year. Seedless will be particularly strong.

Apples, evaporated, per lb.	....	0 10½
Apricots—		
Std., 25's, faced	0 12	0 12½
Choice, 25's, faced	0 13½	0 14
Extra choice, 25's, faced	0 14½	0 15
Fancy, 25's, faced	0 15½	0 16
Candied Peels—		
Lemon	0 17	0 18
Orange	0 17	0 18
Citron	0 22½	0 23..½
Currants—		
Filiatras, per lb.	0 13½	0 14½
Amalas, choicest, per lb.	0 14½	0 15½
Patras, per lb.	0 14	0 15
Vostizzas, choice	0 14¾	0 15½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 07½	0 09
Hallowees	....	0 07
Prunes—		
30-40s, California, 25-lb. boxes	0 13	0 13½
40-50s, 25-lb. boxes	0 10¾	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09¼	0 09½
70-80s, 50-lb. boxes	0 08½	0 08¾
80-90s, 50-lb. boxes	0 08¼	0 08½
90-100s, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 07¾	0 08
Stds., 50-lb. boxes	0 07	0 07¼
Choice, 25 lbs., faced	0 07¾	0 08
Extra choice, 25 lbs., faced	0 08	0 08¼
Fancy, 25 lbs., faced	0 08¾	0 09¼
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	....	0 10
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets	....	0 10
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

BEANS.—Prices remain unchanged, but the market has taken on a stronger tone. Demand is good, and stoeks are light. Choiee varieties are particularly strong. The same remarks apply to peas. Split peas are a trifle weaker, but blue and hand-picked are strong.

Beans, choice primes, busb.	4 25	4 50
Beans, hand-picked, bushel	....	4 75
Peas, blue, bushel	3 50	3 60
Split, lb.	0 05	0 05¾

RICE AND TAPIOCA.—Both pearl and seed are up a cent to 10-11e. No new cause shows itself. Laek of freight is the potent reason. The market, has been firming up for some time and gradnally advancing. Demand is strong. Trade will do well to stoek up.

Rice is strengthening again, and spot stocks are said to be light.

Rice—		
Rangoon "B," per cwt.	....	4 25
Rangoon "CC," per cwt.	....	4 15
Rangoon, fancy, per cwt.	4 38	5 58
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 09	0 16
Seed, per lb.	0 09	0 10

CANNED GOODS.—There seems to be little doubt that canned tomatoes are going to continue high in priee for at least another year. Of late the market has been firming up and prices to the trade are now well onto the $1.15 per dozen mark and from all appearances higher prices will be seen in the future. One of the chief reasons for this is the shortage of labor on the farms. Farmers and vegetable growers are not going to plant very many tomatoes unless they can see their way elear to take eare of them properly and harvest them in the fall. If they have not sufficient help, it is going to mean a loss. Therefore, in any event it is not likely the tomato crop will be large this year. Even, therefore, if what is planted turns out alright the entire yield is not going to be large and high priees are bound to continue. On the other hand should the crop be a failure we may see even famine prices in canned tomatoes.

So far as this week's developments are eoncerned, tomatoes are up five cents, market is very firm. All peas and corn prices are up 2½c, and continue strong.

MONTREAL AND TORONTO PRICES.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon, Sockeye—		
1 lb. talls, cases, 4 doz., per doz.	....	2 52½
1 lb. flats, cases 4 doz., per doz.	....	2 72½
½ flats, cases 8 doz., per doz.	....	1 57½
Five cases or more, 2½c doz. less than above.		
Chums, 1-lb. talls	....	0 30
Pinks, 1-lb. talls	....	1 20
Cohoes, 1-lb. talls	....	1 45
Red Springs, 1-lb. talls	....	2 00
Humpback, ½-lb. tins	....	0 50
Canned Vegetables—		
Tomatoes, 3's	1 15	1 20
Peas, standards	0 95	0 97½
Early June peas	1 00	1 02½
Corn, 2's, doz.	0 97½	1 00
Fruits—	Group A	
3's Apples, Standard		1 05
3's Apples, Preserved		1 20
Gals. Apples, Standard		3 50
Gals. Apples, Preserved		4 25
Gals. Blueberries (Huckleberries), Standard..		6 50
2's Cherries, Red (pitted), light syrup		1 50
2's Cherries Black, pitted, heavy syrup		1 90
2's Cherries, Black, not pitted, heavy syrup..		1 55
2's Cherries, Red, pitted, heavy syrup		1 90
2's Cherries, Red, not pitted, heavy syrup ...		1 55
Gals. Cherries, Red, pitted		8 50
Gals. Cherries, Red, not pitted		8 00
2's Blueberries (Huckleberries), Standard		1 55
2's Blueberries, (Huckleberries), Preserved		1 90
2's Cherries, White, pitted, heavy syrup		1 90
2's Cherries, White, not pitted, heavy syrup		1 55
2's Currants, Black, heavy syrup		1 50
2's Currants, Black, Preserved		1 30
Gals. Currants, Black, Standard		5 25
Gals. Currants, Black, solid pack		6 25
2's Currants, Red, heavy syrup		1 50
2's Currants, Red, Preserved		1 30
Gals. Currants, Red, Standard		5 25
Gals. Currants, Red, solid pack		8 25
2's Gooseberries, heavy syrup		1 50
2's Gooseberries, Preserved		1 80
Gals. Gooseberries, Standard		7 25
Gals. Gooseberries, solid pack		8 50
2's Grapes, White, Niagara, Preserved		1 50
Gals. Grapes, White, Niagara, Standard		3 50
2's Lawtonberries (Blackberries), heavy syrup		2 00
2's Lawtonberries (Blackberries), light syrup		1 50
2's Lawtonberries, Preserved		2 55
Gals. Lawtonberries, Standard		7 00
2's Peaches, heavy syrup		1 50
2½'s Peaches, White, heavy syrup		1 90
2's Peaches, White, heavy syrup		2 40
1's Peaches, Yellow, heavy syrup, talls		1 25
1½'s Peaches, Yellow, flats, heavy syrup		....
2's Peaches, Yellow, heavy syrup		1 50
2½'s Peaches, Yellow, heavy syrup		1 90
3's Peaches, Yellow, heavy syrup		2 20
3's Peaches, Yellow, whole, heavy syrup		....
3's Peaches, Pie, not peeled		1 20
3's Peaches, Pie, peeled		1 75
Gals. Peaches, Pie, not peeled		3 25
Gals. Peaches, Pie, peeled		5 00
Gals. Pie Fruits, assorted (add 5%)		....
2's Pears, Bartlett, heavy syrup		1 75
2½'s Pears, Bartlett, heavy syrup		2 10
3's Pears, Bartlett, heavy syrup		2 25
2's Pears, Flemish Beauty, heavy syrup		1 75
2½'s Pears, Flemish Beauty, heavy syrup		2 10
3's Pears, Flemish Beauty, heavy syrup		2 25
2's Pears, Keiffers, heavy syrup		1 40
2½'s Pears, Keiffers, heavy syrup		1 75
3's Pears, Keiffers, heavy syrup		1 85
2's Pears, light syrup, Globe		1 20
3's Pears,, light syrup, Globe		1 50
3's Pears, Pie, not peeled		1 20
3's Pears, Pie, peeled		1 50
Gals. Pears, Pie, peeled		4 00
Gals., Pears, Pie, not peeled		3 00
2's Pineapple, Sliced, heavy syrup		2 10
2's Pineapple, Sbredded, heavy syrup		1 50
3's Pineapple, Whole, heavy syrup		2 10
3's Pineapple, Whole ,heavy syrup		2 50
2's Pineapple, Sliced, Hygeian Brand		....
2's Plums, Damson, light syrup		1 00
3's Plums, Damson, light syrup		1 50
2's Plums, Damson, heavy syrup		1 15
3's Plums, Damson, heavy syrup		1 55
Gals. Plums, Damson, Standard		3 00
2's Plums, Egg, heavy syrup		1 10
2½'s Plums, Egg, heavy syrup		1 30
3's Plums, Egg, heavy syrup		1 50
2's Plums, Green Gage, light syrup		1 00
2's Plums, Green Gage, heavy syrup		1 15
3's Plums, Green Gage, light syrup		1 40
3's Plums, Green Gage, heavy syrup		1 60
Gals. Plums, Green Gage, Standard		3 50
2's Plums, Lombard, light syrup		1 00
2½'s Plums, Lombard, light syrup		1 30
3's Plums, Lombard, light syrup		1 50
2's Plums, Lombard, heavy syrup		10
2½'s Plums, Lombard, heavy syrup		1 30
3's Plums, Lombard, heavy syrup		1 60
Gals. Plums, Lombard, Standard		3 25
2's Raspberries, Black, heavy syrup		2 10
2's Raspberries, Black, light syrup		1 50
2's Raspberries, Black, Preserved		2 25
Gals. Raspberries, Black, Preserved		2 25
Gals. Raspberries, Black, Standard		7 25
Gals. Raspberries, Black, solid pack		9 50
2's Raspberries, Red, heavy syrup		2 10
2's Raspberries, Red, light syrup		1 50
2's Raspberries, Red, Preserved		2 40
Gals. Raspberries, Red, Standard		7 40
Gals. Raspberries, Red, solid pack		9 25
2's Rhubarb, Preserved		1 65
3's Rhubarb, Preserved		2 50
Gals. Rhubarb, Standard		3 50
2's Strawberries, heavy syrup		2 25
2's Strawberries, Preserved		2 40
Gals. Strawberries, Standard		7 75
Gals. Strawberries, solid pack		9 75

Manitoba Markets

Winnipeg, April 7.—The feature of the market this week is remarkable stiffening of dried fruits in California. It will be remembered that about a month ago, this market touched a low level on receipt of news that the British Government had placed an embargo on luxuries, in whieh dried fruits were included. After the excitement was over, it was realized that the stocks in California were hardly sufficient for American trade, and the market at once commenced to strengthen again, with the result that to-day, quotations are higher than they were before the embargo went into effect. Prunes have gone up 1½e during the past ten or twenty days; in fact, all quotations are high. Currants were considered prohibitive long ago, but they are still advancing. Quotations on new crop are 4c per lb. higher than they were last year.

Sugar jumped another ten eents last week, for the same reason—higher raw market eaused by lack of bottoms to ship from Cuba. The high sugar market has had the effect of sending up the priee of eane syrup, whieh has made one or two sensational advanees within the last two months. This is curtailing the demand for eane syrup, but not seriously.

It is also helping along the sale of eorn syrup. Two weeks ago we reported

a decline of ¾c per lb. in the price of Canadian corn starch. It is expected that the lower price will be short lived. American starch is holding firm at the higher figure reached last week.

It is rather surprising to find that eggs are still selling at 21c, whereas with fine weather, it was expected that the 18c mark would be reached. The high price is due to bad roads, which have prevented farmers from coming in. The hog market reached another high level last week—$11.40 per cwt.—which had the effect of raising prices still further on certain meat products.

Clothes pins with iron springs have been advanced recently 3c per gross by the manufactures on account of the high cost of galvanized wire.

SUGAR.—A further advance of ten cents took place last Thursday, April 20. This brings the basis for standard granlated to 8.45, and brokers freely predict higher prices still. The firm market is attributed to the same thing—shortage of bottoms, although another factor is that Great Britain and France are buying rather heavily in Cuba, although not so heavily as formerly. Locally there is considerable buying at these high figures, but not heavy by any means.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	8 45
Extra ground or icing, boxes	9 30
Extra ground or icing, bbls.	9 00
Powdered, boxes	9 10
Powdered, bbls.	8 90
Hard lump (100-lb. case)	9 40
Montreal yellow, bags	8 05
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 40
Halves, 90 lbs., per cwt.	8 50
Bales, 20 lbs., per cwt.	8 50
Powdered, 50s	9 05
Powdered, 5s	9 30
Icing, barrels	9 05
Icing, 50s	9 25
Cut loaf, barrels	9 35
Cut loaf, 50s	9 55
Cut loaf, 25s	9 60
Sugar, British Columbia—	
Extra standard granulated	8 45
Bar suar, bbls.	8 90
Bar sugar, boxes 50s	9 10
Icing sugar, bbls.	9 00
Icing sugar, boxes 50s	9 30
H. P. lumps, 100-lb. cases	9 40
H. P. lumps, 25-lb. boxes	9 65
Yellow, in bags	8 05

SYRUPS. — There has been a slight falling off in demand for cane syrups since the last advance went into effect, but not nearly as serious as was expected. It is surprising the amount of cane syrup being sold at such high figures. Naturally, this has had the effect of increasing the demand for corn syrup, which has not advanced for several months. While there was no advance in molasses last week, difficulty is experienced getting stocks.

Corn Syrup—	
2s, per case 2 doz	2 98
5s, per case 1 doz.	3 38
10s, per case, ½ doz.	2 96
20s, per case ½ doz.	2 97
½ barrels, by the lb.	4 14
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	4 05
5-lb. tins, 1 doz. to case, per case	4 75
10-lb. tins, ½ doz. to case, per case	4 45
20-lb. tins, 3 tins to case, per case	4 35
(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)	
Molasses—	Per gal.
Barbadoes, ½ bbls., per gal	0 65
New Orleans	0 28
Tins, 2s, $3.50; 2½s, $3.10; 5s, $3.05; 10s, $2.75.	

DRIED FRUITS. — There has been considerable excitement in the California market during the past week chiefly centering around the new prune crop, quotations on which have advanced 1½c over prices offered ten days ago. In sympathy with this, stocks of old prunes on hand have advanced, and the market is very firm. The whole California dried fruit lines are affected in the same way, more or less. Locally the effect is not so marked, although the big jump in prunes has somewhat frightened jobbers, who are now waiting to see if there is not a possibility of the market going down again. Spot raisin prices are firm, and indications are that the new crop which is ready in October, will be on a higher basis. The peel situation remains about the same. English manufacturers have not yet announced prices, and most of the trade, feeling that there is not likely to be any English peels this year, have protected themselves by buying American products. The indications are, that even if English manufacturers can make deliveries, the price of peels will be very high. A letter received here from Europe dated March 17th, draws attention to the excited condition of the currant market, and states that holders are practically unapproachable. Quotations now are 20 shillings per 112 lbs. higher than for the last new crop, which is equal to 4c per lb. over prices last September. The wholesale trade have been buying at each advance. Each figure was considered prohibitive, but the trade continued to buy. There is no doubt, however, that the high prices are affecting consumption.

The crop of apricots will be smaller than usual this year, and the output of dried apricots will be smaller. Peaches, both spot and futures, are firmer. Generally speaking, quotations on dried fruits in California are higher than before the British embargo came into effect, as it is realized now that stocks will barely be sufficient for American trade alone. The stiff market has not yet had much effect on local quotations, but it is bound to have, sooner or later.

Dried Fruits—	
Evaporated apples, choice, 50's	0 11
Evaporated apples, choice, 25's	0 11½
Pears, choice, 25's	0 12½
Apricots, choice, 26's	0 13
Apricots, choice, 10's	0 14
Peaches—	
Choice, 25-lb. boxes	0 07
Choice, 10-lb. boxes	0 07¾
Currants—	
Filiatras, per lb.	0 10¼
Filiatras, fresh cleaned	0 11¼
1 lb. package Amalias	0 12
2 lb. package	0 24
Dates—	
Hallowee, loose, per lb.	0 06
Hallowee, 12-oz. pkgs.	0 08¼
Fard dates, 12-lb. boxes	1 25
Raisins, California—	
16 oz. fancy, seeded	0 10¼
16 oz. choice, seeded	0 09¾
12 oz. fancy, seeded	0 08¼
12 oz. choice, seeded	0 08⅛
Raisins, Muscatels—	
3 crown, loose, 25's	0 09½
3 crown, loose, 50's	0 08¾
Raisins, Sultanas—	
California, 50's, fancy bleached	0 16¾
California, 25's, fancy bleached	0 17
16-oz. pkgs.	0 17½
Raisins, Cal. Valencias—	
25-lb. boxes	0 09
50-lb. boxes	0 09⅞
Prunes—	
90 to 100, 25s	0 07¾
80 to 90, 25s	0 08
70 to 80, 25s	0 08¼
60 to 70, 25s	0 08⅞
50 to 60, 25s	0 09¼
40 to 50, 26s	0 10
Peels—	
Orange, lb.	0 20
Lemon, lb.	0 20
Citron, lb.	0 23½

DRIED VEGETABLES. — The Japanese market is firm, and supplies very light. In the primary market it is almost impossible to get high-grade stuff outside of Japanese. California beans are too high. There is a fair demand for Michigan beans in this market.

Beans—	
Choice, white, 3-lb. pickers, per bush.	4 50
Fancy, hand-picked, bushel	4 65
California Lima Beans—	
80-lb. sacks	0 07¼
Barley—	
Pot, per sack, 98 lbs.	3 20
Pearl, per sack, 98 lbs.	4 35
Peas—	
Split peas, sack, 98 lbs.	6 15
Whole peas, bushel	2 90
Whole peas, 1 lb. pkgs., case	3 30

RICE.—The rice market is in about the same position as for the past two or three weeks. Tapioca and sago are still very firm.

Rice and Tapioca—	
No. 1 Japan, per lb., 100-lb. bags	0 05½
No. 2 Japan, per lb., 100-lb. bags	0 04¾
Siam, per lb., 100-lb. bags	0 04¼
Patna, per lb., 100-lb. bag	0 06½
Carolina, per lb., 100-lb. sacks	0 08⅝
Sago, pearl, sacks, per lb.	0 07
Tapioca, pearl	0 08

CANNED GOODS. — The canners have advanced their prices 2½c on peas and 5c per doz. on tomatoes. The market on tomatoes especially is firm, and it is thought there will not be sufficient to keep the trade going until the new pack comes in. The local situation as regards tomatoes is peculiar. Jobbers are selling the retailer at a price ten cents lower than he is being quoted himself, but some jobbers have advanced their quotations ten cents, and the selling at the same figure as is being quoted by the canners. Large stocks have been held in Winnipeg, but it is said are not large enough now to warrant such low prices on tomatoes. It is probably due more to keen competition. It is pretty evident from the above that now is a good time to buy tomatoes if they can be bought at 2.45 per case. All canned fruits are tending higher in price.

BRITISH COLUMBIA MARKETS

By Wire.

Vancouver, April 26.—Wholesalers expect to hear of another advance in the price of sugar within a few days. Produce is firm. Eggs may fall off in price.

Produce and Provisions—		
Butter, creamery, per lb.	0 37	0 37½
Butter, New Zealand, lb.		0 40
Cheese, per lb., large, 21c; twins		0 21½
Cheese, Stilton, lb.		0 23
Eggs, local, fresh	0 29	0 30
Grapefruit, Florida, case		7 00
Lard, 3's, per case		8 55
Lard, 5's, per case		8 45
Lard, 10's, case		8 40
Lard, 20's, each		10 90
Hams, mild		0 22
Hams, picnic		0 14½
Bacon, light		0 24½
General—		
Almonds, shelled, lb.		0 42½
Beans, Lyton, per lb.		0 06½
Cream of tartar, lb.		0 55

Beans, Lytton	....	0 06¾
Figs, 12-10 oz. pkgs., per box	....	0 90
Figs, 50-60 oz. pkgs., per pkg.	....	2 25
Cocoanut, lb.	....	0 18½
Cornmeal, bail	....	3 00
Flour, No. 1 hard, per bbl.	....	6 00
Flour, pastry, bbl.	....	6 40
Grapefruit, Florida, case	....	6 00
Strawberries, small crate, $2.75; large	....	5 25
Honey, Idaho, 24 lbs.	....	4 50
Lemons, box	....	4 75
Artichokes, Globe	....	1 00
Asparagus	0 10	0 12
Beets, sack	....	1 00
Cucumbers, doz.	....	2 50
Celery, doz.	....	1 50
Cranberries, lb.	....	0 13
Egg plant, lb.	....	0 30
Horse radish, lb.	....	0 20
Leaf lettuce, crate	....	1 50
Mushrooms, lb	....	0 75
Potatoes, Ashcrofts, per ton	30 00	35 00
Potatoes, local, ton	....	20 00
Rolled oats, bail of 80 lbs.	....	2 80
Onions, Oregon, cwt.	....	1 50
Oranges, new, navel, box	2 40	3 40
Rice, 50's, sack	....	1 90
Sugar, standard gran., per cwt.	....	8 55
Sugar, 20-lb. sacks	....	8 70
Sugar, 5-lb. cartons	....	8 40
Sugar, yellow, per cwt.	....	8 90
Walnuts, shelled, lb.	....	0 45
Walnuts, Manchurian, lb.	0 14	0 16
Jams, glass jars, doz.	....	2 25
Jams, 4-lb. tins, doz.	....	7 50
Fish—		
Kippers, fresh smoked, lb.	....	0 07
Cod, Acadia	....	3 50
Canned Goods—		
Apples, gals., 6-case	....	1 62
Beans, 2's	....	2 10
Corn, standard, per 2 doz. case	....	2 15
Peas, standard, per 2 doz. case	....	2 10
Plums, Lombard, 2's, case	....	1 90
Peaches, 2½'s, case	....	4 00
Strawberries and raspberries, 2's, case	....	4 50
Tomatoes, standard, per doz., case	....	2 30
Salmon—		
Sockeye, 1's, 4 doz. case	....	9 00
Sockeye, ½'s, 8 doz. case	....	10 75
Pinks, 1's, 4 doz case	....	4 00
Dried Fruits—		
Apricots, per lb., 11c; Apples, lb.	....	0 12
Prunes, 70-80, 25's, lb.	....	0 08
Currants, per lb.	....	0 12
Raisins, seeded, lb.	....	0 09½
Peaches, per lb.	....	0 06½
White figs, per lb.	....	0 07½

ALBERTA MARKETS (CALGARY)

By Wire.

Calgary, April 26.—Soda biscuits are up 1c. Sweet biscuits are up from 1c to 4c, and most lines of confectionery are advancing. Baking powder and liquid bluing show slight advance this week. New-laid eggs are quoted at $6.25. California strawberries are worth $2.15 to $2.25. B. C. rhubarb is now plentiful and offering at $1.75 for 40 pounds.

General—		
Beans, small white Japan, lb.	....	0 08
Flour, No. 1 patent, 98's	3 40	3 55
Molasses, extra fancy, gal.	....	0 75
Rolled oats, bail	....	2 85
Rolled oats, 80s	....	2 65
Rice, Siam, cwt.	4 50	4 75
Potatoes, local, per bush.	0 60	0 75
Sago and tapioca, lb.	....	0 08
Sugar, pure cane, granulated, cwt.	....	8 85
Shelled walnuts, finest halves, lb.	....	0 49
Shelled walnuts, broken, lb.	....	0 30
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 19	0 22
Butter, creamery, lb.	....	0 35
Butter, No 1, dairy, lb.	....	0 25
Lard, pure, 5s, per case	....	9 85
Bacon, smoked backs, per lb.	....	0 23
Bacon, smoked bellies, per lb.	....	0 24
Lard, pure, 3s, per case	....	9 90
Eggs, new laid	....	6 25
Canned Goods—		
Tomatoes, 3s, standard, case	....	3 00
Corn, 2s, standard, case	....	2 35
Peas, 2s, standard, case	....	2 45
Tomatoes, gals., case	....	2 25
Apples, gals., Ontario, case	....	1 75
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Salmon, finest sockeye, tails, 48xls, cs.	....	10 00
Salmon, pink, tails, 48xls, per case	....	4 50
Lobster, ½s, per doz.	....	3 00
Dried Fruits—		
Currants, lb.	....	0 13
Evaporated apples, 50s, per lb.	0 11	0 11½
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 13
Pears, choice, 25s, per lb.	....	0 14
Prunes, 90-100	....	0 07
Sultana raisins, Cal., extra fancy	....	0 15
Valencia raisins, Cal., lb.	....	0 10
Fruits and Vegetables—		
Apples, No. 1, box	2 00	2 25
Apples, cooking, box	1 75	2 00
Bananas, lb.	....	0 05
Grapefruit, Florida, case	4 75	5 00
Oranges, navels, case	3 75	4 25
Onions, B.C., ton	....	25 00
Lemons, case	4 50	5 00
Strawberries, Cal.	2 15	2 35
Rhubarb, 40 lbs.	1 75	1 80

SASKATCHEWAN MARKETS

By Wire.

Regina, April 26.—Many parts of the West are troubled with floods, but land is drying fast, and plowing and seeding operations have begun. Markets are brisk. Sugar advanced 10c on April 19. Jelly powders have been advanced to 85c. Advance of 17c per hundred is reported on salsoda. Soda biscuits are up 1c lb.; package paper advancing. Strawberries are worth $5 and rhubarb $2.

Produce and Provisions—		
Butter, creamery, per lb.	....	0 33
Butter, dairy, No. 1	....	0 26
Cheese, per lb.	....	0 21¼
Eggs, new laid	....	0 20
Lard, 3's, per case	9 90	9 95
Lard, 6's, per case	9 85	10 00
Lard, 10's, per case	....	9 80
Lard, 20's, per case	....	3 25
General—		
Beans, Ontario white, per bush.	....	4 50
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	0 59	0 60
Cocoanut, lb.	....	0 23
Cornmeal, bail	....	2 80
Flour, 98's	....	3 35
Rolled oats, 80's	....	2 45
Rice, per cwt.	....	4 35
Onions, B.C., 100 lbs.	..	3 00
Sugar, standard gran., per cwt.	..	8 84
Sugar, yellow, per cwt.	..	7 94
Tapioca and sago, lb.	....	0 09½
Walnuts, shelled, 47-49c; almonds	0 45	0 47
Canned Goods—		
Apples, gals., case	....	1 80
Beans	....	2 25
Corn, standard, per 2 dozen	....	2 [illegible]
Peas, standard, per 2 dozen	....	2 40
Plums, Lombard	....	2 10
Peaches	....	2 10
Raspberries, $4.33; Strawberries	....	4 [illegible]
Tomatoes, standard, per case	..	2 60
Salmon—		
Sockeye, 1's, 4 dozen case	....	9 55
Sockeye, ½'s	....	10 35
Cohoes, 1's	....	6 00
Humpbacks, 1's	....	4 60
Fruits and Vegetables—		
Apples, Washington, bbl.	1 75	2 25
Celery	....	0 06½
Cranberries, per bbl.	....	10 50
Grapefruit, case	4 00	4 50
Lemons	....	5 50
Navels	4 00	4 75
Potatoes, bushel, B.C.	....	1 15
Rhubarb	....	2 00
Cucumbers, doz	....	2 00
Tomatoes, Florida 6-basket crate	..	5 00
Strawberries, crate	..	5 00
Dried Fruits—		
Apricots, per lb.	....	0 19
Citron peel, lb.	....	0 24
Lemon peel, lb.	....	0 17
Orange peel, lb.	....	0 17½

NEW BRUNSWICK MARKETS

By Wire.

St. John, April 26.—Market generally has not responded to the latest increase of 15c in sugar announced by Antlantic refinery, in accordance with upward tendency, but at present level shows increase of $1.10 per hundred in last two months. Molasses arrivals are delayed; almost no stock here. Price is nearly prohibitive at 60c. Cream of tartar again advanced 51c to 53c. Ontario flour is 10c lower, and quoted now at $6.95. Eggs are lower; all 20c to 21c. Potatoes are unchanged, but tendency is downward. Onions are quoted $2.75 to $3 a crate.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	2 90	3 [illegible]
Pork, American clear, per bbl.	29 75	30 50
Butter, dairy, per lb.	0 27	0 30
Butter, creamery, per lb.	0 32	0 34
Eggs, new laid, per doz.	0 20	0 21
Lard, compound, per lb.	0 14	0 14¼
Cheese	0 19	0 19½
Flour and Cereals—		
Cornmeal, gran.	....	6 35
Cornmeal, ordinary	....	1 85
Flour, Manitoba, per bbl.	....	7 35
Flour, Ontario	....	6 95
Flour, buckwheat, western, 98-lb. bag	....	3 50
Rolled oats, per bbl.	....	6 25
Fresh Fruits and Vegetables—		
Apples, bbl.	4 00	6 00
Lemons, Messina, box	3 50	4 00
Lemons, Cal., box	5 00	6 00
Oranges, Cal., case	4 00	4 50
Oranges, Florida, case	3 25	4 50
Potatoes, bbls.	....	3 50
Sugar—		
Standard granulated	7 80	7 85
United Empire	7 70	7 75
Bright yellow	7 60	7 65
No. 1 yellow	7 40	7 45
Paris lumps	....	8 75
Beans, white, per bush.	4 00	4 50
Canned pork and beans, per case	3 00	3 40
Molasses, Barbadoes, gal.	0 60	0 65
Cream of tartar, per lb., bulk	0 51	0 53
Currants	0 12½	0 13½
Rice, per cwt.	5 75	6 00

TRADE NOTES

A. Murray, president of the Provincial Retail Merchants' Association, returned, says a Fredericton, N.B. despatch, from St. John, Where he presided over a meting of the executive committee of the association. At this meeting Robert B. Reid, of St. John, was elected secretary in place of N. C. Cameron, who has retired and will go to Toronto to become affiliated with the Dominion Association. Those present yesterday were President Murray, A. O. Skinner, Wm. Hawker, A. A. McIntyre, H. W. Rising and J. S. Givern and E. M. Trowern, secretary of the Dominion Board The auditors reported that they had found the accounts of the association in good order.

You have seen great comedians—men who devote their lives to making you and me laugh. And yet they meet tragedy and suffering along the way just as you and I do.

The point is that they don't let these things interfere with their jobs—they go right on spreading laughter and good cheer just the same.

The less of your own personal troubles that appear above the surface in your daily work, the more welcome a word with you will be—and that man in the retail business who always wears the look of happiness about him, has a long lead on the man who wears his troubles on his sleeve.—Avon.

THE BEST INVESTMENT

CANADIAN GROCER,—

Dear Sirs:—Enclosed please find $2.00 being subscription for ensuing year. Also $2.00 subscription for my sister, Mrs. Magill, 64 E. 24th St., Upper Hamilton, which I tell her is the best investment she can make as long as she continues in business as no other will pay her such good returns.

Yours truly,
LUKE COPPLE.
449 Macnab St.,
Hamilton, Ont.

CRIMINAL LAW AND ITS APPLICATION TO COMMERCIAL TRANSACTIONS

Prepared for Canadian Grocer by Walter E. Lear

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IN considering the offences of which I am about to treat—and, indeed, in reference to commercial transactions in general—it will be well that you always keep in mind a most important legal axiom, tersely expressed by the late Mr. Baron Wood in the case of R. v. Oliver, 2 Leach, R. 1072, where he states that, "a parting with the property in goods can only be effected by contract, which requires the assent of two minds, viz., the assent of the owner as well as that of him who proposes to become the owner." If, therefore, a person part with his goods merely on trust, or for a specific object, or on a special understanding that they shall be returned if certain conditions are not complied with such parting is a parting of possession only, and not of the property in them. The importance of this will be more apparent hereafter.

Section 20—Definition of Theft

Under the Criminal Code theft is defined by section 347 as the act of fraudulently and without color of right taking, or fraudulently and without color of right converting to the use of any person, anything capable of being stolen, with intent:—

(a) To deprive the owner, or any person having any special property or interest therein, temporarily or absolutely of such thing or of such property or interest; or,

(b) To pledge the same or deposit it as security; or,

(c) To part with it under a condition as to its return which the person parting with it may be unable to perform; or

(d) To deal with it in such a manner that it cannot be restored in the condition in which it was at the time of such taking and conversion.

(2) Theft is committed when the offender moves the thing or causes it to move or to be moved, or begins to cause it to become movable, with intent to steal it.

(3) The taking or conversion may be fraudulent, although effected without secrecy or attempt at concealment.

(4) It is immaterial whether the thing converted was taken for the purpose of conversion, or whether it was, at the time of the conversion, in the lawful possession of the person converting.

Section 21—Ingredients of Theft

Certain elements, or, so to speak, ingredients, constitute each offence known to our laws, and unless we possess a clear conception of each ingredient, it is utterly impossible that we can form anything like an accurate opinion as to whether certain acts and facts do or do not amount to an offence. The absence or insufficiency of any one vitiates the whole. The ingredients of theft are—

(1) A fraudulent taking without color of right,

(2) Without the consent and against the will of the owner; and

(3) With an intent on the part of the taker to convert the property to his own use.

Section 26—Without Consent and Against the Will

The taking of property may be otherwise than by forcible abstraction against the will of the owner: as where one with an intention to steal induces you by means of some artful device or trick to part with the mere temporary possession of your goods, you not for a moment meaning to divest yourself of your ownership. This is technically termed a constructive taking.

Section 27—Distinction Between Theft and False Pretence

Later on I shall have occasion to direct your attention to the subject of cheating, or obtaining goods by false pretences, then you will perceive the importance of well understanding the point we are at present considering; for the main distinction between stealing and obtaining goods by false pretences is that in the former case you never intended to divest yourself of your ownership, but in the latter you did, and on the faith of some statement or pretence you wholly and entirely dispossessed yourself of your property, and transferred it to another as completely as when you sell your goods and receive the value therefore. While I shall hereafter discuss this matter at some length, I am now anxious that you should keep it in mind while considering what is theft, for the purpose of facilitating our subsequent inquiries. What constitutes a taking such as I have just indicated will be more clearly manifest by reference to a few reported cases.

Section 28—Changing Money

In the case of R. v. Williams, 6 C. v. P. 390, the prisoner went into a shop and asked for change for half-a-crown. The shopman gave him two shillings and sixpence, and the prisoner held out the half-crown, but just as the shopman took hold of it by the edge the prisoner ran away with the change and the half-crown. Upon an indictment for stealing the two shillings and sixpence he was convicted of theft.

In another case R. v. Oliver, 2 Leach 1072, the prisoner proposed to give a merchant gold for bank notes, and upon the merchant laying down some bank notes for the purpose of having them changed for gold, Oliver took them up and went away with them, promising to return immediately with the gold, but in fact he never did return. The judge left it to the jury to say whether the prisoner had the intention, at the time he took the notes, to steal them, for if they were of that opinion, the case clearly amounted to theft. Now under section 347 of the Criminal Code, Oliver would be guilty of theft even if he had had the intention of returning with gold. The fact that he did not do so would be sufficient to justify his conviction.

Section 29—Pretending to Discount Bill

In the case of R. v. Aickles, 2 East 675, Aickles agreed to discount a bill for the prosecutor, and the bill was given to him for that purpose; he told the prosecutor that if he then sent a person with him to his lodgings, he would give him the amount, deducting the discount and commission; a person was sent accordingly, but, upon reaching the lodgings, the defendant left the messenger there, and went out on pretence of getting the money, but never returned; the judge left it to the jury to say whether Aickles obtained possession of the bill with intent to steal it, and whether the prosecutor meant to part with his property in the bill before he should have received the money for it; the jury being of the opinion that Aickles intended to steal the bill at the moment he got it into his possession, and further, that the prosecutor never meant to part with his property in the bill until he should receive the money for it convicted the prisoner, and the judges afterwards held the conviction to be right.



FRUIT AND VEGETABLES



Tomatoes and Hot House Rhubarb High

Cabbage From South Carolina—Cucumbers From Leamington — Turnips Are Advancing — Oranges at All Sorts of Prices—Strawberries Take Another Drop

MONTREAL

FRUITS.—The usual after Easter quietness is evident in the slackness of present demand. The apple market has improved and small lots are cleaned up on market in such a manner as to indicate a steady increase from now on. Oranges remain the same, firm and with the best volume of business passing of any line although those coming forward are not of best quality. Car load lots of strawberries are arriving daily and selling ex car at from 11 to 13c. Lemons remain unchanged and without feature of interest to note. Demand for grapefruit has increased and an advance of about 50c has been indicated from outside sources as likely to occur. Pineapples are arriving in car lots and are offered at prices ranging from $4 to $5.50. Increased shipments in this commodity are looked for within the next two weeks so that a lower range of prices is looked for by the trade.

Apples—		
Spys	....	7 00
Ben Davis, No. 1	....	4 00
Ben Davis, No. 2	....	3 50
Russets, No. 1	....	6 00
Russets, No. 2	....	5 00
Greenings	....	4 50
Baldwins	4 00	4 25
Bananas, bunches	2 00	2 25
Cranberries, Cape Cod, bbl.	12 50	12 50
Grapefruit, 46-54-64-80-96	3 00	3 50
Lemons—		
California	....	2 75
Verdellis	....	2 75
Messina, 300 size, box	2 50	3 00
Oranges—		
Navels	3 50	4 00
Jamaica, 196-200-216	....	2 50
Porto Rico, 126-150-250-288	....	2 50
Pineapples, 18-24 and 30-36	....	5 50
Strawberries, Florida, box	0 40	0 45
Strawberries, Louisana	0 11	0 13

VEGETABLES.—Quietness is chief feature of market following the spurt of Easter business as trade is largely confined to imported lines in which trading is restricted because of high prices resulting from duties and long hauls. Tomatoes are 25c higher all round and prices indicate an advance on the present Florida price of $2.75 to $3.25 a six-basket crate. Potatoes remain the same and show no sign of becoming easier with demand good, and a feeling of firmness that is aided by spring sorting operations that tend to diminish stocks. Onions are firmer and very strong, and reds are up 25c and now offered at $3.50. Sales were made at Monday's auction at 4c a lb. Florida celery is unchanged at the recent decline and steady. Holders of stock of old cabbage have lowered prices owing to influx of new cabbage on market. The new is being sold in quantities at 2.75. Boston lettuce has advanced and is now offered at from $3.40 to $3.50 per two-dozen basket, and curly lettuce at $3 per four-dozen basket. Demand for these is slow on account of price. Radishes are 10c higher and are now offered at 75c.

Asparagus, Calif., per 1 doz. crate	5 50	6 00
Artichokes, bag	....	1 50
Beets, bag	....	1 50
Beets, new, per doz. bchs.	....	1 25
Beans, wax, N.Y., per basket	....	8 00
Beans, green, N.Y., per basket	....	4 00
Brussel sprouts, qt.	....	0 23
Cabbage, Montreal, per bbl.	....	1 50
Cabbage, red, doz.	....	0 40
Cabbage, new	....	2 75
Carrots, bag	....	0 75
Carrots, new, per doz. bchs.	....	0 75
Cauliflower, crate, single, doz. bchs.	....	3 50
Cauliflower, Canadian, doz.	1 50	1 50
Celery, Florida	....	3 00
Cucumbers, fancy, Boston, doz.	1 75	2 00
Egg plant, N.Y., doz.	....	1 75
Endive Can., per lb.	....	0 25
Garlic	....	0 30
Horse radish, per lb.	....	0 15
Leeks, bunch	0 25	0 30
Head lettuce, Boston, 2 doz. box	3 40	3 50
Curly lettuce, box, 4 doz.	....	3 00
Mint, doz.	....	0 60
Mushrooms, 4-lb. basket	2 00	2 50
Oyster plant, doz.	....	0 50
Onions—		
Montreal, 100 lbs., bag	....	4 00
Spanish, crate	....	6 50
Silver, per 50 lb. crate	....	3 00
Red, per 100 lb. sack	....	3 50
Parsnips, bag	....	1 50
Parsley, Bermuda	....	1 00
Parsley, Montreal, per doz.	....	0 50
Potatoes—		
Montreal, 80 lbs., bag	....	1 75
New Brunswick, 80 lbs., bag	....	2 00
Green Mt.	....	2 00
Sweet, hamper	1 75	2 00
Radishes, per doz.	....	0 75
Rhubarb, per doz.	....	1 25
Spinach, New York, bbl.	....	3 00
Shalots, per doz.	....	0 60
Shalots, Mtl., per doz. bchs.	....	1 00
Turnips, bag	....	1 00
Turnips, bag, Quebec	....	1 25
Tomatoes, hothouse, lb.	0 30	0 35
Tomatoes, Florida, 6 basket crate	2 75	3 25
Watercress, Boston, hothouse, doz.	....	0 75
Watercress, Canadian, doz.	....	0 40

TORONTO

FRUIT.—The first car of late Valencia oranges for this season came in this week. The quality is choice, and price was $3 to $3.75. Cuban grapefruit is in good demand, and is none too plentiful, with the result that price shows a slight advance. Florida grapefruit is done. Navel oranges, according to size, are cheap and dear—both. The low price is lower than last week, just as the high price is higher. We quote $2.50 to $4.00, according to size. Lemons show no change. There were a couple of cars of Messinas in early this week. Porto Rico pines are getting down in price as they become more plentiful. We quote $4.25 to $4.50. Dates sell slowly at eight cents a box. Strawberries are getting still cheaper, and are selling now from 25 to 35. This is radically lower than last week. General business on this market is fair to middling. Holiday trade, it is agreed, was good, though nothing out of the ordinary.

Apples, No. 2, bbl.	**3 50**	**3 75**
Apples, No. 3, bbl.	**2 50**	**3 00**
Apples, snow, bbl.	**3 00**	**5 00**
Apples, Spies, bbl.	4 00	7 00
Apples, Baldwins, bbl., No. 1	**3 00**	**5 00**
Apples, Greenings, bbl.	**3 00**	**5 00**
Apples, Russets, bbl.	**3 00**	**4 50**
Apples, 11-qt. basket	**0 25**	**0 35**
Apples, B.C., box	2 00	2 75
Bananas, per bunch	2 00	2 75
Dates, lb. box	....	0 08
Grapefruit—		
Cuban, case	2 75	3 75
Oranges—		
Navels	2 50	4 00
Mediterranean sweets	3 00	3 50
Late Valencias, case	3 00	3 75
Lemons, new, California, box	3 00	3 50
Lemons, new, Messina, box	3 00	3 50
Limes, per 100	....	1 50
Pineapples, Porto Rico	4 25	4 50
Strawberries, Florida	0 25	0 50

VEGETABLES.—Carolina cabbage is now selling. A car came in recently from South Carolina, and sold quickly at $3.25 to $3.50 a case. Leamington hothouse cucumbers are coming in in large quantities and the result has been a decline in price. A good season generally is predicted for cucumbers. Hothouse rhubarb has been very scarce over the holiday, and price has firmed again. Spinach is now coming, and sells by the hamper. Present price is $1.40 to $1.50. Stocks are limited. Endive is worth a dollar a dozen. Tomatoes have stiffened appreciably recently and sell now for $3 to $3.50. Turnips and root stuff generally has been much in demand recently. Turnips have advanced to 60 cents again. Egg plant, too, is stiffer and is fetching as high as $2.75. General business is good without any feature.

Asparagus, doz.	4 25	5 00
Cabbage, new, case	2 75	3 00
Beets, Canadian, bag	0 60	0 65
Carrots, bag	1 10	1 25
Cauliflower, case	3 25	3 50
Celery, Florida, case	2 50	2 75
Cucumbers—		
Hothouse, doz.	2 00	2 50
Egg plant, doz.	2 75	3 60
Endive, doz.	1 00	1 10
Onions—		
Choice, Canadian	2 00	2 25
American, 100-lb. bag	2 75	3 00

(Continued on page 130.)



PRODUCE AND PROVISIONS



Butter on the Toboggan

Increasing Tendency Towards Lower Prices—Cheese Slightly Higher—Honey Prices Firmer and Tending Upwards—Maple Syrup Scarce—Several Advances in Pork Products

MONTREAL

PROVISIONS.—Market is firm with upward tendency with ham and bacon ½c to 1c higher. Small hams are from 22½c to 23c per pound, and others in proportion. Breakfast bacon is from 24½c to 25c per pound. Lard is scarce and firm, and is a little higher in some quarters, but some business is being done at old prices. No changes have occurred in price of live hogs, but feeling remains firm with good demand; dressed stock is firm but quiet. A small volume of business is passing in smoked meats. General trade throughout is good and undertone of market strong. Feature of market is free buying and prompt payments.

Hams—		
Small, per lb.		0 21½
Medium, per lb.	0 20½	0 21½
Large, per lb.		0 19½
Backs—		
Plain, bone in		0 24
Boneless		0 29
Peameal		0 29
Bacon—		
Breakfast, per lb.		0 24½
Roll		0 17½
Shoulders, bone in		0 15½
Shoulders, boneless		0 16½
Cooked Meats—		
Hams, boiled, per lb.		0 32
Hams, roast, per lb.		0 35
Shoulders, boiled	0 26	0 27
Shoulders, roasted		0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.		0 15½
Long clear bacon, 80-100 lbs.		0 14½
Flanks, bone in, not smoked		0 15½
Barrelled Pork—	Per bbl.	
Heavy short cut mess		30 00
Heavy short cut clear		27 50
Clear fat backs		33 00
Clear pork		33 00
Lard, Pure—		
Tierces, 350 lbs. net		0 15¾
Tubs, 50 lbs. net		0 15¾
Tins, 50 lbs. net		0 16
Pails, wood, 20 lbs. net		0 16¼
Pails, tin, 20 lbs. gross		0 15¾
Cases, 10 lb. tins, 60 in case		0 16½
Cases, 3 and 5 lb. tins, 60 in case		0 16½
Bricks, 1 lb., each		0 17¼
Lard, Compound—		
Tierces, 375 lbs. net		0 14
Tubs, 50 lbs. net		0 14½
Tins, 50 lbs. net		0 14½
Pails, wood, 20 lbs., net		0 14¾
Pails, tin, 20 lbs., net	0 14	0 14¼
Cases, 10-lb. tins, 60 in case		0 15
Cases, 3 and 5-lb. tins, 60 in case		0 15
Bricks, 1 lb. each		0 15½
Hogs—		
Dressed, abattoir killed	0 16	0 16½

BUTTER.—Increase in new make has caused a decline in price and a weaker feeling all around. New creamery is now offered at from 31c to 31½c per lb, and old at from 28c to 29c. Market is in an uncertain state inclined to be shaky, although a fairly firm feeling dominates situation. Sales were made at Cowansville at 30⅝ per lb., a decline of from 1⅜ to 1½c per lb., as compared to last week. St. Hyacinthe sales were made at 30c a lb. Sales have been stimulated by decline in prices.

Butter—		
Finest creamery, September make		0 31
Finest creamery, fresh made		0 33
Dairy prints		0 29
Dairy solids		0 29
Separator prints		0 30
Bakers		0 26

EGGS.—Eggs have declined and the now offered at from 24½c to 25½c, but still retain firm tendency that has held price up for last few weeks in spite of seasonable influences to the contrary. Stamped new laids are out of market. Deliveries are now slightly in excess of demand and surplus is going into storage but at prevailing prices packers keep shy of putting money into storage stock so that market is inclined to be uncertain.

Eggs, case lots—		
New laid	0 24½	0 25½

CHEESE. — New Cheese remains steady at 17½c, and with sales reported from St. Hyacinthe at 17¼c. The easier feeling in butter has materially affected cheese and although general demand is good, some buyers are holding off awaiting developments. Supplies of fodder coming forward are increasing and undertone of market is easier.

Cheese—	
1916 make	0 17½
Stilton	0 21

POULTRY.—Market remains without feature of interest to report since last week and ruling factors remain the same with shortage of stock and a good demand chief features. Stocks are being depleted to such an extent that lists offered continue to grow very much lighter as lines continue to disappear from market. Dressed poultry is almost all out of market. Trading depends almost entirely upon left-over stock and new arrivals are in such small quantities as to have no effect on market.

Poultry—		
Frozen Stock—		
Turkeys	0 27	0 28
Fowl, large	0 20	0 21
Fowl, small	0 16	0 19
Ducks		0 20
Geese	0 17	0 18
Roasting chicken, milkfed, 4 lbs. or over	0 21	0 26
Roasting chicken, ordinary	0 18	0 22
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair		0 40
Squabs, Philadelphia, pair		0 70
Pigeons, pair	0 25	0 30
Live Stock—		
Fowl, 5 lbs. and over	0 22	0 23
Fowl, small	0 18	0 21
Turkeys	0 22	0 25
Ducks	0 30	0 32
Geese	0 16	0 18
Chicken	0 15	0 18

HONEY.—Market remains the same, quiet and steady and still firm. Influx of maple syrup has restricted demand but honey supplies are so limited that feeling of firmness has not yet been affected.

Honey—	
Buckwheat, tins	0 09½
Strained clover, 60-lb. tins	0 12
Strained clover, in 10-lb. tins	0 12½
Strained clover, in 5-lb. tins	0 12½
Comb honey, white clover, per section.	0 16
Comb honey, buckwheat, per section..	0 13

TORONTO

PROVISIONS.—Firmness still exists in most lines. Thus hams are up a full cent, and are on basis of 22 to 23 for light. Breakfast bacon, on the lapsing of Lent, received a fillip in demand, and is up a full cent. Most cooked meats exhibit a firmer feeling, and one or two lines are higher. Demand is strong. Heavy mess pork has settled a trifle, on better supplies, and is down a dollar, but short cut is up a dollar. Pure lard, though firm, shows no increase. Compound is up a quarter cent all round.

Hams—		
Light, per lb.	0 22	0 23
Medium, per lb.	0 21	0 22
Large, per lb.	0 17	0 19
Backs—		
Plain	0 26	0 27
Boneless, per lb.	0 28	0 30
Pea meal, per lb.	0 28	0 30
Bacon—		
Breakfast, per lb.	0 23	0 27
Roll, per lb.	0 18	0 19
Shoulders, per lb.	0 18	0 19
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 16	0 17
Long clear bacon, small lots	0 16½	0 17½
Fat backs, lb.	0 14½	0 15½
Cooked Meats—		
Hams, boiled, per lb.	0 31	0 32
Hams, roast, per lb.	0 31	0 32
Shoulders, boiled, per lb.	0 26	0 27
Shoulders, roast, per lb.	0 26	0 27
Barrelled Pork—		
Heavy mess pork, per bbl.	29 00	30 00
Short cut, per bbl.	31 00	32 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 15½	0 15¾
Tubs, 60 lbs.	0 15¾	0 16
Pails	0 16	0 16¼
Tins, 3 and 5 lbs., per lb.	0 16¼	0 16½
Bricks, 1 lb., per lb.	0 17¼	0 17½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 13¾	0 14
Tubs, 50 lbs., per lb.	0 14	0 14¼
Pails, 20 lbs., per lb.	0 14¼	0 14½
Bricks, 1 lb., per lb.	0 15¼	0 15½
Hogs—		
Live	11 40	11 50
Dressed, abattoir killed	14 50	15 50

BUTTER.—Butter is on the toboggan. All prices are down a cent to two cents. Deliveries are much better, and there isn't the demand to keep up with

them. Make of creamery has been especially large, and the market trend is downwards till prices touch bottom.

New butter this year is said to be of very fine quality, and on account of excellent flavor, demand for fodder creamery is on the increase. Grass butter, it is thought, will be late this year, owing to the pastures being backward. However, rains may alter that.

Creamery prints, lb.	0 33	0 34
Creamery solids	0 31	0 32
Dairy prints, choice, lb.	0 26	0 28
Dairy prints, lb.	0 25	0 27
Bakers	0 24	0 25

CHEESE.—This market is firmer here, and prices are up slightly, holding strongly at new levels. Outside boards report higher prices, too. Export business continues to thrive. Basis for new large is now 19¼; a quarter cent higher than last week. Possibly this is the result of the easier tendency of butter; butter and cheese are see-sawing.

Cheese—		
New, large, per lb.		0 19¼
New, twins, per lb.		0 19½
June and Sept., large, per lb.		0 20
June and Sept., twins, per lb.		0 20¼
June and Sept., triplets, per lb.		0 20½

EGGS.—Range has widened, and we quote new laids at 22 to 24c. This is really a slight decline from last week, because the lower level is below last week's, though the higher is unaltered. Deliveries are very heavy, and demand has slacked a trifle after Easter. Dealers figure, now that holidays are over, that they can begin storing. Country price this week is 20 cents, cases returned, and 21, free cases. Market tone is easy.

Eggs—		
New laids, specials, in cartons	0 24	0 26
New laids	0 22	0 24

POULTRY.—There is no change in prices, which remain firm and likely to advance. Little stuff is coming, and is snapped up eagerly when it does arrive.

Poultry—	**Live**	**Dressed**
Old fowl, pound	0 18—0 20	0 18—0 20
Old turkeys	0 18—0 20	0 26—0 30
Ducklings	0 14—0 16	0 18—0 20
Turkeys	0 18—0 20	0 23—0 27
Chickens	0 18—0 20	0 20—0 24
Chickens, milkfed	0 17—0 20	0 25—0 26

HONEY.—Prices have advanced a quarter of a cent, and are firm. Stocks are not heavy, and the end of Lent has meant people are inclined to buy things of this nature, to some extent. Buckwheat bbls., per pound, are quoted 7¼ to 7¾c.

Honey—		
Buckwheat, bbls., per lb.	0 07¼	0 07¾
Buckwheat, tins, per lb.	0 07¾	0 08¼
Clover, 50 lb. tins, per lb.	0 13½	0 13¾
Clover, 10 lb. tins, per lb.	0 14	0 14¼
Clover, 5 lb. tins, per lb.	0 14	14¼
Comb, No. 1, doz.	2 50	3 00
Comb, No. 2, doz.	2 00	2 40

MAPLE SYRUP.—Supplies grow no larger, and what comes in is eagerly bought. Price is tending higherwards, and we quote $1.40 to $1.50 per Imperial gallon.

Maple Syrup—		
Imperial, gallon	1 40	1 50
Wine gallon	1 15	1 20

WINNIPEG

PRODUCE AND PROVISIONS.—The big drop in eggs did not take place, and they were selling during the week at 21c, the same as the previous week. This was due to the bad roads in the country, which made it impossible for farmers to bring their produce in. It is not expected now that the price will drop to 18c as it did a year ago, at least, not for some time yet. It may be that storing will commence at higher prices than in previous years. The hog market hit another high spot last week, selling at 11.40 per cwt., although the bulk of sales were in the neighborhood of 11.00 and 11.25. Receipts of hogs were light, and there has been a heavy demand both East and locally. Cheese quotations are ¼c lower, and the market is slightly easier. Butter remains about the same.

Hams—		
Light, per lb.	0 21	0 23
Medium, per lb.	0 20	0 22
Large, per lb.		0 18
Bacon—		
Breakfast, per lb.	0 22	0 23
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light		0 15½
Cooked Meats—		
Hams, boiled, per lb.	0 29	0 30
Shoulders, boiled, per lb.	0 23	0 24
Barrelled Pork—		
Mess pork, bbl.		27 00
Lard, Pure—		
Tierces		0 15¼
Pails		3 17½
Cases, 10s		9 60
Cases, 5s		9 68
Cases, 3s		9 75
Cartons		0 16¾
Lard, Compound—		
Tierces		0 12¼
Tubs, 50s, net		6 25
Pails, 20s, net		2 60
Butter—		
Fresh made creamery		0 35
Best storage creamery		0 34
Best dairy	0 26	0 30
Cooking	0 18	0 22
Eggs—		
New laids		0 21½
Cheese—		
Ontario, large		0 20
Ontario, twins		0 20¼

FRUIT AND VEGETABLES

(Continued from page 128.)

Spanish, small case	1 75	2 00
Green, doz., bunches	0 10	0 20
Lettuce, leaf, doz.	0 25	0 35
Lettuce head, hamper	3 25	3 50
Mushrooms, imported, 6 qt.	2 25	2 50
Parsnips, bag	0 80	0 90
Parsley, doz.	1 00	1 25
Peppers, green, basket	0 60	0 65
Potatoes—		
N.B. Delaware, bag	1 95	2 05
Ontario, bag		1 85
Radishes, doz.		0 40
Rhubarb, doz.	0 75	1 10
Spinach, hamper	1 40	1 50
Tomatoes, crate	3 00	3 50
Turnips, bag	0 50	0 60

WINNIPEG

FRUIT AND VEGETABLES.—Among the best sellers for the Easter trade were strawberries, which have been selling at $4.00-$4.25 for 24 pints. Another good seller is rhubarb, which is quoted at $2.25 per case. The onion market, which weakened considerably last week, has firmed up again, and is stronger now than it was before. New cabbage is arriving more freely, and is still quoted 5c per lb. Vegetables generally are moving well. The supply of potatoes is good, Southern Alberta's and B.C.'s, being quoted in the neighborhood of $1.10 per bushel, quality good. Little change is expected in quotations this week, and it is a little early for new lines.

Fresh Fruits—		
Grapefruit, case		4 50
Strawberries, Florida, case		4 00
Ontario apples, bbls.	5 00	7 00
Washington box apples		2 50
Navel oranges, case	3 50	4 50
California lemons		4 50
Bananas, bunches	2 50	3 50
Rhubarb, case		2 25
Vegetables—		
Asparagus, case		5 00
Cabbage, new, lb.		0 05
Cabbage, per lb.		0 02½
Peppers, per basket		0 75
Musbrooms		0 90
Carrots, per lb.		0 02
B.C. potatoes		1 20
Alberta potatoes		1 00
Sweet potatoes, hamper		2 25
Garlic, per lb.		0 25
Turnips, bushel		1 00
California head lettuce, case		4 50
California cauliflower, crate		2 50
Valencia onions, cases		6 50
Red Globe onions, lb.		0 03¾
Florida tomatoes, case		5 00
Head lettuce, doz.		1 00
Florida celery, case		4 00
Green peas, lb.		0 20
Spinach, case		1 75

LITTLE LEAKS IN RETAIL BUSINESS

By Frederick Simpson

We are living in the age of modern business—days of keen, unbending, relentless competition. In a time when all the skill, ingenuity and perseverance of man is required in order to bring success. However, this article is intended to deal with the subject of retail business alone, especially with the small insidious leaks that happen in innumerable ways, and tend to make an inroad into the profits. Of course, the large, conspicuous items of expense are carefully gone over every year. Some amounts are enlarged, others curtailed, the rest eliminated. But the small, treacherous, almost unnoticeable expenses and business losing items are given scant attention. They are considered too trivial, too insignificant to bother with. Just as a small, almost unseen iceberg, striking a ship, will sometimes sink her, so will the small unseen leaks sink a business if the necessary vigilance is lacking. A continuous lookout is kept on a ship at sea, mainly to avoid collisions with other vessels or icebergs. Yet, how more important it is that business men should always keep a lookout for the numerous dangers and obstacles with which they are confronted, from day to day, some of which will be enumerated in the following chapters.

How many dissatisfied customers do you allow to walk out of your store in a year? Probably hundreds. Do you ever stop to diagnose the cause of their annoyance, and then take steps to eradicate it? I venture to state that over fifty per cent. of the dissatisfaction is caused by not having on hand good staple commodities at a time when the public demand them. The old time excuse, "We have them on order, Madam, and expect them in to-morrow," is getting weaker every day. In this age of system and efficiency, sufficient care should be taken to see that a stock of good reliable merchandise is always on hand. The excuse quoted above will often cause your clients to go and purchase from your competitor.



FISH AND OYSTERS



Unusual Good Trade in Fish

This is Feature of Markets—Post-Lenten Business Usually Drops; Not So This Year — First Fresh Western Halibut Coming—Cured and Prepared Fish Market Easy

MONTREAL

FISH.—Owing to the high prices of meat now prevailing this week, ordinarily the worst of the year in fish lines, promises to be better than usual, a condition that has been materially aided by a good supply of fresh fish. The first fresh halibut of season from the western coast is to be distributed during the week but at a much higher price than was anticipated. A few more of these eastern fish are now coming in in fairly good quantity but most of these are Gaspereaux fresh herring, market and steak cod and haddies. A few shad are available and high in price. Lobsters are more plentiful and have come down to normal prices. A few boxes of fresh cured fillets and haddies are finding a ready sale. As the closed season for dore is now on, the only river fish available are pike, cod and perch which are in good quantity at moderate prices. No lake trout or white fish are expected for some time yet because of lateness of spring. Oysters, both fresh and shell, are very quiet, with tendency to easiness as season advances.

TORONTO

FISH AND OYSTERS.—There are a few price changes from last week's report, because the fresh fish increasing in bulk is apparently a slow process. Fresh haddock is still somewhat scarce compared to demand, even though Lent is over now, and that demand, in the ordinary way, would not be excessive. Price is still around 11 cents, though some goes for 10c. Steak cod sells well at 10 and 11 cents, a slight decrease from last week's level. Salmon from British Columbia fetches from 25 to 30, but keeps pretty well to the top level. Supplies are scarce enough even yet.

Fresh cured stuff is getting limited business only. Haddies in 15-lb. boxes bring 10½ a pound, while fillets are half a cent less. There is a little falling off in demand this week, though, for this kind of fish.

Lake fish are still few and far between Fresh caught Lake Erie whitefish is still the best so far as demand goes. It sells at 30 cents, and little shading from that is to be noted. Lobster shows signs of getting a little cheaper.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.10-.11	.09
Haddies, 15-lb. and 20-lb. boxes, lb.	.10	.10½
Haddies, fillets, per lb.	.12	.10
Herring, Ciscoes, baskets	1.25	1.50
St. John bloaters, 100 in box	1.20	1.25
St. John bloaters, per box of 60	1.60	1.00
Yarmouth bloaters, 60 in a box	1.20	1.25
Smoked herrings, medium, box	.16	.15
Smoked boneless herrings, 1-0-lb. box	1.40	1.40
Kippered herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.11	.11
Red Cohoes, dressed, lb.	.12	.11
Pale qualla, dressed, per lb.	.10	.08
Halibut, white western, large and medium, per lb.	.13	.13
Halibut, eastern, chicken, per lb.	.14	.12
Mackerel, bloater, per lb.	.09-.10	.10
Haddock, medium and large, lb.	.07	.10
Market codfish, per lb.	.06	.08
Steak codfish, per lb.	.08	.10
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15 .16	.18
Smelts	.11	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.50	3.00
Round pike	.07½	....
Grass pike, dressed	.07	....

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 00
Dried hake, medium and large, 100 lbs.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case.	6 50	3 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20 lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20 lb. boxes.	0 10	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	0 15 1 80	0 15 1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal.	1 50	2 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	1 60	....
Best scollops, imp. gallon	2 25	3 50
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 60	....
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best, select, quart cans, each	0 50	0 75
Rockaways, 100	....	1 50
Blue points, small	....	1 00
Blue points, large	....	1 50

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per lb.	9 00	1 50
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	9 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, bl.	0 40	0 60
Little necks, per 100	1 25	1 50

FRESH SEA FISH

	Montreal	Toronto
Halibut	14 —16	16 —14
Haddock, fancy express, lb.	7 — 8	11 —14
Mackerel, medium, each	16	.....
Steak, cod, fancy, express, lb.	10	11
Herrings, each	..	02
Flounders	10	12
Flounders, New York	..	14
Salmon, Western	20 —25	..

FRESH LAKE FISH

Carp, lb.	0 09	....
Pike, lb.	0 10	0 07
Perch, lb.	0 06	0 07
Suckers, lb.	0 08	0 10
Suckers, lb.	0 06	0 08
Whitefish, lb.	0 12	0 20
Lake Erie whitefish	....	0 30
Herrings, ea.	....	0 02
Gaspereaus ea.	....	0 03
Lake trout	0 12	0 14
Eels, lb.	0 10	0 08
Dore	15-16	0 13

FROZE LAKE AND RIVER

Whitefish, large, per lb.	.09-.09½	.09-.10
Whitefish, small tullibees	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress or round, lb.	.08½-.09	.09-.13
Pike, dressed and headless, lb.	.07-.07½	.07
Pike, round, per lb.	.06½-.07	.06-.07

WINNIPEG

FISH AND POULTRY.—Receipts of fresh halibut and salmon were plentiful this week, salmon being quoted at 21c and halibut at 15c. A car of new haddies arrived last weekend, and were quoted at the record price of 12c per lb. There are practically no arrivals of live poultry just now, and dressed poultry is scarce as ever.

Fish—		
Frozen salmon	....	0 10
Frozen halibut	0 08½	0 09
Pickerel	....	0 07½
Steak cod, per lb.	....	0 08
Lake Winnipeg whitefish	....	0 09
Fresh finnan haddie	0 10½	0 11
Kippers, per box	....	2 00
Lake trout, per lb.	....	0 10
Bloaters, per box	....	2 00
Salmon, fresh, per lb.	....	0 21
Salt mackerel, 20-lb. kit	....	3 00
Smoked gold-eyes, doz.	....	0 50
Oysters, per gal.	....	2 50
Oysters on shell, doz.	....	0 25
Poultry, Live—		
Fowl	....	0 15
Roosters	....	0 11½
Chickens	....	0 15
Turkeys	....	0 19
Ducks	....	0 13
Ducklings	....	0 14
Geese	....	0 12
Poultry, Dressed—		
Ducks, No. 1	....	0 24
Fowl, No. 1	....	0 24
Turkeys, No. 1	....	0 33
Geese, No. 1	....	0 25

SERVICE DEPARTMENT

Canadian Grocer.—Please advise me where I may buy Cresca Brand goods. Who are the agents in Canada?

Ontario Grocer.

Editorial Note.—Write Magor, Son & Co., 30 Church street, Toronto, the Canadian agents.



FLOUR AND CEREALS



Easier Freight Situation in Flour

Rates Drop as There is More Room—Flour Somewhat Apathetic—Ontario Oats Firmer and Higher—Cereals Dull as Warm Weather Obtains a Toe-Hold.

MONTREAL

FLOUR.—All embargoes have been lifted so that trade is once again following its normal route. Prices remain unchanged and firm and steady. Demands from both local and outside buyers have materially decreased and millers are eagerly looking forward to opening of navigation for stimulation of business. Export is in similar conditions with few inquiries reported. Winter wheat flour is unchanged in price and other features. Nominal prices continue to rule and large stocks and slow demand remain chief factors in situation.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	6 60
Second patents s	6 10
Strong bakers	5 90
	Car lots / Small lots
Winter Wheat Flour—	
Fancy patents	5 85 / 6 10
90 per cent. in wood	5 60 / 5 80
90 per cent. in bags	2 70 / 2 75

CEREALS.—Market is unchanged with a further slackening of demand due to warmer weather so that very little trade is passing and that only at reduced prices. Some smaller millers are selling rolled oats at $2.25, while larger millers in order to hold the price up, are refusing this business which of course is limited in quantity. Maritime Provinces report the best business in this line and business in this immediate district almost entirely consists of using up old stocks of oats.

Cornmeal—	Per 98-lb. sack
Gold dust	2 75
Rolled Oats—	90's in jute.
Small lots	2 75
25 bags or more	2 60
Packages, case	3 90 / 4 00
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90's, in jute.	
Rolled Wheat—	100-lb. bbls.
Hominy, per 98-lb. sack	4 00
Hominy, per 98-lb sack	2 75
Corn flour, bag	2 65
Rye flour, bag	2 65 / 2 80
Barley, pot	3 00
Barley, pearl, lb.	0 04½

FEEDS.—Volume of enquiries and sales have fallen off during past week and market is very quiet and unchanged in price and without feature of importance to note. Mixed cars constitute bulk of business being done as local stocks are inclined to be light following restricted production for sometime past.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chop, ton	32 00
Crushed oats, ton	33 00
Oats, chop, ton	33 00
Barley, chop, ton	32 00
Feed oats, cleaned, Manitoba, bush	0 55
Feed wheat, bag	1 80

TORONTO

FLOUR.—The local flour trade is quiet. Cables as to export trade are below sellers' prices, and freights are slightly easier, at 90c. Export trade is dragging a trifle. Of course, the holiday may have something to do with this. Monday as well as Friday is a holiday in Britain. So far as the freight situation is concerned, more space is offering and the embargo is lifted from most seaports. Domestic demand shows little of interest as far as Manitobas are concerned. Ontario winter wheat flour, however, is quite firm and in good demand.

So far as wheat is concerned, No. 1 Northern at Fort William is worth $1.13¾ at time of writing, which is just a quarter of a cent higher than one week ago. There has, consequently, been little change in the market, of interest.

Navigation has been officially declared open, and new cargoes from the head of the lakes are about to arrive. One vessel has already got through the Soo and more are following closely.

Manitoba Wheat Flour—	Small lots. per bbl.	Car lots. of 2 bags
First patents	6 70	6 50
Second patents	6 20	6 00
Strong bakers	6 00	5 80
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	4 40	4 30

CEREALS.—Barley and oats are fairly strong on the board, but nobody seems to be evencing much interest in cereals right now. The whole list is only showing fair to middling strength. The warmer weather, which looks as though it were on its way at last, is urged as the reason.

Barley, pearl, 98 lbs.	4 70	4 90
Buckwheat grits, 98 lbs.		4 60
Barley, pearl, 98 lbs.	4 50	4 75
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.		2 50
Graham flour, 98 lbs.		2 75
Hominy, granulated, 98 lbs.		3 00
Hominy, pearl, 98 lbs.		3 00
Oatmeal, standard, 98 lbs.		2 76
Oatmeal, granulated, 98 lbs.		2 76
Peas, Canadian, boiling, bush.		3 50
Peas, split, 98 lbs.		5 50
Rolled oats, 90-lb. bags		2 50
Rolled wheat, 100-lb. bags		3 25
Rye flour, 98 lbs.		2 80
Whole wheat flour, 98 lbs.		2 75
Wheatlets, 98 lbs.		3 50

FEEDS.—The major lines show no change. Trade displays little interest in them. Oats are very strong, and No. 3 Ontarios are up a couple of cents at 45 and 46¾. There is no other change of note.

Mill Feeds—	Mixed cars per ton
Bran	24 00
Shorts	25 00
Special, middlings	26 00
Feed flour, per bag	1 60 / 1 70
Oats—	
No. 3. Ontario, outside points	0 42 / 0 43

WINNIPEG

FLOUR AND CEREALS.—This is a quiet market again, and first patents are still offered at $6.60 per bbl. The wheat market has been doing very little during the past week, with the result that flour has remained stationary. The outlook for wheat is something that nobody seems able to prophecy. The domestic demand for flour is quiet. The same applies to all lines of cereals. The feed market is firm with considerable demand. There is always a lot of feed used in early spring months, especially in the East, but the demand usually drops off in the early summer.

Flour—		
Best patents		6 60
Bakers		6 10
Clears		5 40
XXXX.		4 40
Cereals—		
Rolled oats, 80 lbs.	1 90	2 00
Rolled oats, pkgs., family size		3 75
Wheat flakes, case		3 75
Oatmeal, standard and gran., 98 lbs.		2 50
Cornmeal, 98 lbs.		2 45
Feeds—		
Bran, ton		18 00
Shorts, ton		20 00
Middlings, ton		20 00
Mixed chop, ton		28 00

BIG PORK AND BEAN AND SUGAR ORDERS

Orders placed in Canada by the British war office through the purchasing department organized under the direction of Lord Shaughnessy, now more than total $13,000,000.

Two of the most important orders recently handled were for food products—pork and beans and sugar. The business in pork and beans went into the millions of tins and were placed with large canning concerns, W. Clark, Limited, and Dominion Canners.

Two orders for sugar embrace business for Canadian refiners amounting to 10,000 tons, divided equally between the Atlantic Sugar Refineries and Canada Sugar Refining Co.



TILLSON'S OATS

A Food—Not a Fad



A PREMIUM

in Every Twenty-five cent Package





OUR WINDOW DISPLAYS
SUPPLIED FREE ON REQUEST

Quality—Then Price



CANADIAN CEREAL AND FLOUR MILLS COMPANY
LIMITED

CABLE ADDRESS "CANCERIAL" TORONTO, CANADA

Griffin & Skelley's

Hawaiian Pineapple

Our cannery being located in the heart of the famous district of Wahiawa on the Island of Oahu, fruit being received fresh daily at just the proper degree of ripeness, assures the user of the finest quality of pineapple.



A Canadian Cooking Fat for Canadian Housewives

Successful merchants are those who have learned that it pays to handle the better products.

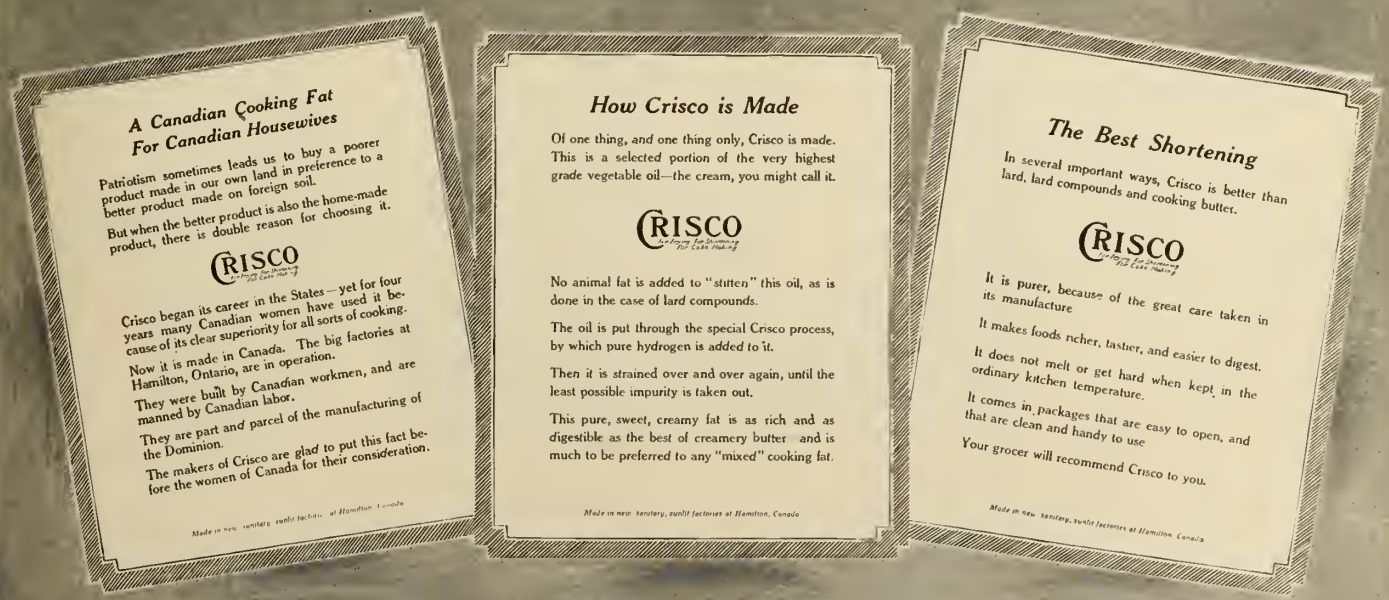
Crisco is certainly one of these better products, a purely vegetable fat for which there is no substitute.

You are earning the lasting good will of your customers when you sell them Crisco because Crisco will give them the results they want in baking, frying and pastry making.

The Procter & Gamble Distributing Co.
of Canada, Ltd.
Hamilton, Canada

Crisco advertising matter will help you sell goods. Send for it.

All Procter & Gamble products sold in Canada are made in the Procter & Gamble factories at Hamilton. They include Crisco, Ivory Soap, P. & G.—The White Naphtha Soap, Gold Soap, Sopade and Pearline.



A Canadian Cooking Fat
For Canadian Housewives

Patriotism sometimes leads us to buy a poorer product made in our own land in preference to a better product made on foreign soil.

But when the better product is also the home-made product, there is double reason for choosing it.

CRISCO

Crisco began its career in the States—yet for four years many Canadian women have used it because of its clear superiority for all sorts of cooking.

Now it is made in Canada. The big factories at Hamilton, Ontario, are in operation.

They were built by Canadian workmen, and are manned by Canadian labor.

They are part and parcel of the manufacturing of the Dominion.

The makers of Crisco are glad to put this fact before the women of Canada for their consideration.

Made in new, sanitary, sunlit factories at Hamilton, Canada

How Crisco is Made

Of one thing, and one thing only, Crisco is made. This is a selected portion of the very highest grade vegetable oil—the cream, you might call it.

CRISCO

No animal fat is added to "stiffen" this oil, as is done in the case of lard compounds.

The oil is put through the special Crisco process, by which pure hydrogen is added to it.

Then it is strained over and over again, until the least possible impurity is taken out.

This pure, sweet, creamy fat is as rich and as digestible as the best of creamery butter and is much to be preferred to any "mixed" cooking fat.

Made in new, sanitary, sunlit factories at Hamilton, Canada

The Best Shortening

In several important ways, Crisco is better than lard, lard compounds and cooking butter.

CRISCO

It is purer, because of the great care taken in its manufacture

It makes foods richer, tastier, and easier to digest.

It does not melt or get hard when kept in the ordinary kitchen temperature.

It comes in packages that are easy to open, and that are clean and handy to use

Your grocer will recommend Crisco to you.

Made in new, sanitary, sunlit factories at Hamilton, Canada

Miniature reproductions from the series of Crisco advertisements now appearing in Canadian newspapers.

Superior Quality Well Advertised
—*that's what does it.*

Throughout the length and breadth of Canada, the superior qualities of L'Etoile and Hirondelle Macaroni are being constantly brought before the notice of the consumer. This publicity is creating a huge demand for our products—a demand that is ever increasing.

Dealers throughout the country are reaping the results of the big business thus created and are materially adding to their profits by featuring

CATELLI'S
L'Etoile (Star) *and* Hirondelle (Swallow) Macaroni

They are finding it more advantageous to push the sale of these Canadian-made products in preference to the more expensive imported brands. They know that our guarantee of superiority is no idle boast. They know that the world's best wheat (Manitoba Hard) is the only kind used in the manufacture of "L'Etoile" and "Hirondelle." And they know from experience that these appetizing paste products give unqualified satisfaction to their customers. Why let other dealers secure all this profitable business? Get a trial supply from your wholesaler to-day and note results.

C. H. Catelli, Limited, Montreal

AGENTS:

TEES & PERSSE, Fort William, Winnipeg, Regina, Moose Jaw, Saskatoon, Edmonton, Calgary, C. C. MANN, Toronto. H. D. MARSHALL, Ottawa. JAS. HUNTER WHITE, St. John, N.B. JAS. BILLMAN & SON, Halifax. O. H. MANN, Sydney. BOIVIN & GRENIER, Quebec. C. E. DISHER & CO., Vancouver.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	$ 0 45
4 oz. Tins, 4 doz to case, weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 60
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

DOMINION CANNERS, LTD.

JAMS

"Aylmer" Pure Jams and Jellies 16-oz. Glass Jars.

	Per doz.
Apricot	$ 2 30
Assorted	2 20
Blackberry	2 25
Blueberry	2 25
Currant, Red	2 20
Currant, Black	2 25
Cherry	2 20
Gooseberry	2 10
Plum	2 10
Plum, Green Gage	2 20
Pear	2 10
Peach	2 10
Raspberry, Red	2 25
Raspberry, Black	2 25
Rasp. and Red Currant	2 20
Rasp. and Gooseberry	2 20
Strawberry	2 30

CATSUPS
In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS, with Pork.
Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05
Family Baked Beans, Plain, 2 doz. to case	1 20
Family Baked Beans, Tomato Sauce, 2 doz. to cs.	1 22½
Family Baked Beans, Chili Sauce, 2 doz. to cs.	1 22½
3's Baked Beans, Tomato Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Chili Sauce, flats, 2 doz to cs., Aylmer only	1 40
3's Baked Beans, Plain, tall, 2 doz. to case	1 50
3's Baked Beans, Tomato Sauce, 2 doz. to case	1 60
3's Baked Beans, Chili Sauce, 2 doz. to case	1 60

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case, per doz.	$ 1 10
12 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 20
16 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 60
16 oz. Glass, Tall, Vacuum Top, 2 doz. per case, per doz.	1 60
2's Glass, Vacuum Top, per doz.	2 80
2's Tin, 2 doz. per case, per doz.	2 30
4's Tin, 12 pails in crate, pail	0 40
5's Tin, 8 pails in crate, pail	0 47½
7's Tin or Wood, 6 pails in crate, pail	0 65
14's Tin or Wood, 4 pails in crate, lb.	0 09
30's Tin or Wood, one pail only, lb.	0 09

BLUE

Keen's Oxford, per lb.	$ 0 17
In 10-lb. lots or case	0 16

COUPON BOOKS — ALLISON'S

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED

100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS

WHITE SWAN

	Per case
Pancake Flour (Self-rising), 2 doz. to case, weight 50 lbs.	$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
Health Flour, 5 lb. bags, per doz.	2 40
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24

Special quotations for Cocoa in barrels, kegs, etc.

ROYAL BAKING POWDER

ABSOLUTELY–PURE

Everybody knows that all the grocers in the world, taken together, sell more ROYAL BAKING POWDER than any other kind. This proves that ANY grocer can do the same thing.

ROYAL BAKING POWDER properly displayed and recommended to your customers will pay you more and surer profit than any other brand you can handle.

Contains No Alum



ROYAL BAKING POWDER CO.
NEW YORK



SELL 'EM



—and they will always come back for more

The DEL MONTE brand is a complete line of superior flavor and quality canned fruits, vegetables and dried fruits—ripened in the glorious sunshine of California and packed by the largest canners of fruits and vegetables in the world.

Winners of the only GRAND PRIZE for canned fruits at both California Expositions.

Del Monte

CANNED FRUITS AND VEGETABLES

PACKED WHERE THEY RIPEN--THE DAY THEY'RE PICKED

CALIFORNIA FRUIT CANNERS ASSOCIATION

SAN FRANCISCO

If any advertisement interests you, tear it out now and place with letters to be answered.

Maple Syrup

"Small" Standard Pure Maple Syrup, Pure Sugar Syrup and Sugar is subjected to an analytical test, and stamped before packing, freeing merchants from all responsibility.

PACKED ONLY BY

CANADA SYRUP REFINERIES
LIMITED

Head Office ∴ ∴ **MONTREAL**



Household Brushes

You will appreciate handling a line of brushes that bring you repeat business. That is the way with

"KEYSTONE"

brushes. The woman who buys a "Keystone" floor brush or shoe brush, or whatever it may be, recalls the fact that the brush kept its bristles remarkably well—and she will ask for the "Keystone" Brand whenever she needs a brush or broom.

Write for prices, etc.

STEVENS-HEPNER CO.
LIMITED
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

Celluloid—boxes containing 45 cartons, per case 3 60

Culinary Starch

40 lbs. W. T. Benson & Co.'s prepared corn ..... .07¾
40 lbs. Canada pure corn starch ..... .06½
(120-lb. boxes ¼c higher.)
Casco Potato Flour, 20-lb. boxes, per lb. ..... .10

BRANTFORD STARCH
Ontario and Quebec

Laundry Starches—
Canada Lanndry—
Boxes about 40 lbs. ..... .06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. ..... .06¾
First Qnality White Laundry—
3-lb. canisters, cs. of 48 lbs. .07¼
Barrels, 200 lbs. ..... .06¾
Kegs, 100 lbs. ..... .06¾
Lily White Gloss—
1-lb. fancy carton cases 30 lbs. ..... .07¾
8 in case ..... .08
6-lb. toy trunks, lock and key, 6-lb. toy drum, witb drumsticks, 8 in case ... .08¼
Kegs, extra large crystals, 100 lbs. ..... .07¼
Canadian Electric Starch—
Boxes, containing 40 fancy pkgs., per case 3 00
Celluloid Starches—
Boxes containing 45 cartons, per case 3 60
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .06½
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .07¾
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs. .07¾
20-lb. boxes ¼c higher than 40's)

COW BRAND BAKING SODA
In boxes only.
Packed as follows:
5c packages (96) .....$ 3 20
1 lb. packages (60) 3 20
½ lb. packages (120) 3 40
1 lb. 30 / ½ lb. 60 } Packages Mixed 3 30

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP
2-lb tins, 2 doz. in case.....$2 65
5-lb. tins, 1 doz. in case.... 3 90
10-lb. tins, ½ doz. in case.. 2 90
20-lb. tins, ¼ doz. in case.. 2 85
Barrels, 700 lbs. 3¾
Half barrels, 350 lbs. 4
Qnarter barrels, 175 lbs. ... 4¼
Pails, 38½ lbs. 1 95
Pails, 25 lbs. each 1 40
3 lb. Perfect Seal Jar, 1 doz. In case 2 70

LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case ... 3 00
5-lb. tins, 1 doz. in case ... 3 35
10-lb. tins, ½ doz. in case.. 3 25
20-lb. tins, ¼ doz. in case.. 3 20
(5, 10 and 20-lb. tins have wire handles.)

ST. LAWRENCE SUGAR REFINING CO.
Crystal Diamond Brand Cane Syrup
2-lb. tins, 2 doz. in case..3 60
Barrels 0 04¾
½ barrels 0 05

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.
ROGERS' GOLDEN SYRUP
Manufactured from pure cane sugar.
2 lb. tins, 2 doz. in case....$4 05
5 lb. tins, 1 doz. in case.... 4 75
10 lb. tins, ½ doz. in case... 4 45
20 lb. tins, ¼ doz. in case... 4 35
Delivered in Winnipeg in carload lots.

CALIFORNIA FRUIT CANNERS ASSOCIATION
CALIFORNIA RIPE OLIVES
DEL MONTE BRAND

Size	Mam.	Large	Med.
2½ Can	$ 4.75	$ 3.75	$2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can	14.00	12.00	9.00

YUBA BRAND

2½ Can	$3.00	$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Picnic Can		.90

All prices per dozen—F.O.B. Jobbing Points.

CANNED HADDIES.
"THISTLE" BRAND
A. P. TIPPET & CO., Agents
Cases, 4 doz. each, flats, per case $5 85
Cases, 4 doz. each, ovals, per case 5 85

INFANTS' FOOD
MAGOR SONS & CO., LTD.
Robinson's patent barley, ½-lb. tins, $1.60; 1-lb. tins, $3.00; Robinson's patent groats, ½-lb. tins. $1.60; 1-lb. tins, $3.00.

BEAVER BRAND CORN AND MAPLE SYRUP
Quart tins (wine measure), 2 doz. in case, per case ... 4 75

STOVE POLISH
JAMES DOME BLACK LEAD
2a size, gross 2 50
6a size, gross 2 40

STOP-ON POLISHES Doz.
Polish, Black, Tan, Ox-blood and Nut-brown 0 85
Dressing, White, 4-oz. bottle 2 00

NUGGET POLISHES Doz
Polish, Black and Tan 0 85
Metal Outfits, Black and Tan 3 65
Card Outfits, Black and Tan 3 25
Creams and White Cleanser 1 10

ORANGE MARMALADE
"BANNER BRAND" PURE FRUIT PRODUCTS
JAMS AND JELLIES
2's $2 10
4's 0 35
5's 0 42
7's 0 60
30s, wood 0 06
12-oz. glass jar 1 15
Tumbler, glass 0 90

MARMALADE
2's, per doz. $2 30
4's, per pail 0 40
5's, per pail 0 45
7's, per pail 0 65
30's, wood, lb. 0 08¾
12-oz. glass jar, doz. 1 20
Tumbler, glass, doz. 1 00
Prices subject to change without notice.

WENTWORTH ORCHARD CO., LTD.
Hamilton and Toronto.
Pure Fruit, Jams and Jellies
Raspberry and Apple, Strawberry and Apple, Peach and Apple, Plum and Apple, Gooseberry and Apple, Black Currant and Apple, Red Currant and Apple: Tumblers, 90c doz.; 12-oz. jars, $1.20 doz.; 16-oz. jars, $1.60 doz.; No. 2 gold tins, $2.30 doz.; No. 4 gold pails, 40c each; No. 5 gold pails. 50c each.
Fruit Pie Filling
Raspberry flavor, strawberry flavor, peach flavor, plum flavor, gooseberry flavor, No. 2 gold tins, $2.30 doz.
Whole Tomato Catsup
½ pints, bottles 0 95
Pint, bottles 1 30
Worcestershire Sauce
½ pints, doz. 0 95
Pints, doz. 1 30

YEAST
White Swan Yeast Cakes, per case, 3 doz. 5c pks.... 1 20

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs.	$ 0 60
Bobs, 6s and 12s, 12 and 6 lbs.	0 46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs.	0 46
Currency, 6s, ½ butts, 9 lbs.	0 46
Stag Bars, 6⅓s, butts, 11 lbs., boxes, 5½ lbs.	0 48
Walnut Bars, 8⅓s, boxes 7 lbs.	0 64
Pay Roll, tbick bars, 8⅓s, 6 lb boxes	0 68
Pay Roll, thin bars, 8⅓s, 5 lb. boxes	0 68
Pay Roll, plug, 8⅓s, 12 and 7 lb. caddies	0 68
Shamrock, plug, 7⅓s, ½ butts, 12 lb. boxes, 6 lbs.	0 57
Empire, 7s and 14s, caddies 15 lbs., ¼ caddies, 6 lbs..	0 56
Great West, pouches, 9s	0 72
Forest and Stream, tins, 11s, 2 lb. cartons	0 80
Forest and Stream, ⅛s, ⅓s and 1-lb. tins	0 80
Forest and Stream, 1-lb. glass humidors	1 00

If any advertisement interests you, tear it out now and place with letters to be answered.

Swift's "Premium" is the Utmost in Hams and Bacon

YOUR customers will appreciate your consideration of their wants when you offer them the utmost in Hams and Bacon—"Swift's Premium."

SWIFT'S "PREMIUM"



HAMS AND BACON

A rack of Swift's "Premium" Hams and Bacon in your store will advertise your good judgment as a discriminating dealer, and remind your customers of the numerous advertisements they have read—will increase your sales of ham and bacon and bring you a host of new and more satisfied customers.

The next time you order "Hams and Bacon" specify and make sure you get Swift's "Premium," and you will realize bigger turnovers and more new and satisfied customers than ever before.

SWIFT CANADIAN COMPANY
LIMITED

TORONTO WINNIPEG EDMONTON

Easter

marks the Season of the year when your Customer asks for a piece of Bacon.

When he does, give him the best on the market, and that best you will find in "Star Brand" English Breakfast Bacon, put up by us.

We can also supply you with the Eggs to go with it.

F. W. Fearman Co.
Limited
HAMILTON

Established 5481

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making a hit.

Cambridge Sausage, 1s, $2.40; 2s, $4.
Pigs' Feet, 1s, $2.35; 2s, $4.25.
Boneless Pigs' Feet, ½s, $1.50.
Lambs' Tongues, ½s, $1.90.
Sliced Smoked Beef, tins, ½s, $1.65; 1s, $2.65; 4s, $13.50.
Sliced Smoked Beef, glass, ¼s, $1.20; ½s, $1.90; 1s, $2.75.
Tongue, Ham and Veal Pate, ½s, $1.20.
Ham and Veal, ½s, $1.20.
Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, $1.
Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, $1.45.
Ox Tongues, tins, ½s, $2.00; 1s, $4.00; 1½s, $6.50; 2s, $8.00.
Ox Tongues, Glass, 1½s, $9.75; 2s, $12.
Mincemeat, Hermetically Sealed Tins, 1s, $1.75; 2s, $2.85; 3s, $4, 4s, $5.50; 5s, $7.
In Pails, 25 lbs., 10½c lb.
In 50 lb. Tubs, 10½c.
In 85 lb. Tubs, 10c.
In Glass, 1s, $2.25.
Plum Pudding, 1s, $2.30; 2s, $3.
Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85. 50 lb. Pails, 15c.
Clark's Peanut Butter—Pails 24 lbs., 17c per lb.
Clark's Tomato Ketchup, 8 oz., $1.35; 12 oz., $1.90; 16 oz., $2.40; 1 gal. jars, $1.30; 5 gal. jars, $1.25 per gal.
Pork and Beans, Plain Talls, 1s, 70c; 2s, $1.10; 3s, $1.70; 6s, $6; 12s, $8.50; 3s, flat, $1.45. Individuals, 35c doz.
Pork & Beans, Tomato Sc. Talls, 1s, 75c; 2s, $1.15; 3s $1.75; 6s $6; 12s, $8.50; 3s flat, $1.50. Individuals, 60c doz.
Pork and Beans, Chili, 1s, 75c; 2s, tall, $1.15; 3s, flats, $1.70. Individuals, 60c doz.
Pork and Beans, 1½, Chili Sauce, 95c doz.
Tomato Sauce, 95c doz.: plain 95c doz.
Vegetarian Baked Beans, Tomato Sauce, Talls, $1.20.
Clark's Chateau Chicken Soup $1.10.
Clark's Chateau Concentrated Soups, 95c.
Clark's Chateau Concentrated Soups, No. 1 Assorted, 95c.
Spaghetti with Tomato and Cheese, ½s, 95c; 1s $1.30 doz.
Fluid Beef Cordials, 20 oz. btls, 1 doz. per case, at $10.00 per doz.
English Plum Puddings, 1s, $2.00 doz.; 2s, $3 doz.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies

BASIN DE VICHY WATERS.

L'Admirable, 50 btles, litre, cs.	5 50
Neptune	7 00
San Rival	8 00

VICHY LEMONADE

La Savourense, 50 btles, cs.	8 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 btles, cs.	$9 00

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs., 6 doz. pts., doz.	1 15
Ginger Ale, Trayders, cs., 6 doz., splits, doz.	0 95
Club Soda, Trayders, cs., 6 doz. pts., doz.	1 05
Club Soda, Trayders, cs., 6 doz., splits, doz.	0 95

BLACK TEAS

Victoria Blend, 50 and 30-lb. tins, lb.	0 38
Princess Blend, 50 and 30-lb. tins, lb.	0 35

JAPAN TEAS

H. L., ch. 90 lbs., lb.	0 35
Victoria, ch. 90 lbs., lb.	0 30

COFFEES

Victoria, Java and Mocha Blend, 1-lb. tin, lb.	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MALT EXTRACT

Miller of Milwaukee, cs. 2 doz., cs.	4 20
Miller of Milwaukee, brl. 8 doz. brl.	16 20

BOAR'S HEAD LARD COMPOUND
N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 5 lbs., 12 to case	0 11½
Cases, 3 lbs., 20 to case	0 11¾
Cases, 10 lbs., 6 to case	0 11

F.o.b. Montreal.

MUSTARD
COLMAN'S OR KEEN'S

	Per doz. tins
D. S. F., ¼-lb.	$ 1 60
D. S. F., ½-lb.	2 90
D. S. F., 1-lb.	5 75
F. D., ¼-lb.	0 90
	Per jar
Durham, 4-lb. jar	0 93
Durham, 1-lb. jar	0 31

JELLY POWDERS
WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	$ 0 90

List Price

SPICES
WHITE SWAN SPICES AND CEREALS, TORONTO

SPICES	5c Round tin. dredge. Per doz.	10c Oval litho. dredge. 2½ oz. Per doz.
Allspice	$0 45	$0 90
Arrowroot, 4 oz. tins, 85c	....	....
Cayenne	0 45	0 90
Celery salt	....	....
Celery pepper	....	....
Cinnamon	0 45	0 90
" whole, 5c. pkgs., window front, 45c	....	....
Cloves	0 45	0 90
Cloves, whole, 5c. pkgs., window front, 45c	....	....
Curry powder	....	....
Ginger	0 45	0 90
Mace	1 25	....
Nutmegs	0 45	0 90
Nutmegs, whole, 5c pkgs., window front, 45c.	....	....
Paprika	0 45	....
Pepper, black	0 45	0 90
Pepper, white	0 50	0 95
Pastry spice	0 45	0 90
Pickling spice, window front, 90c	....	..
Dozens to case	4	4
Shipping weight per case	10 lbs.	15 lbs.

We pay freight on 5 cases or orders weighing 250 lbs.

WHITE SWAN LYE

Single cases, 4 doz.	$ 3 50
5 case lots, 4 doz.	3 35

Shipping weight, per

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches— Boxes	Cents
40 lbs., Canada Laundry	.06½
40 lbs., boxes Canada white gloss, 1 lb. pkg.	.06¾
48 lbs. No. 1 white or blue, 4 lb. cartons	.07¼
48 lbs. No. 1 white or blue, 3 lb. cartons	.07¼
100 lbs., kegs, No. 1 white	.06¾
200 lbs., bbls., No. 1 white	.06¾
80 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	.07¾
48 lbs., silver gloss, in 6-lb tin canisters	.08¼
36 lbs., silver gloss, 6-lb. draw lid boxes	.08¼
100 lbs., kegs, silver gloss, large crystals	.07¼
28 lbs., Benson's Satin, 1-lb. cartons, chrome label	.07½
40 lbs., Benson's Enamel (cold water), per case	3 00
20 lbs., Benson's Enamel (cold water), per case	1 50

If any advertisement interests you, tear it out now and place with letters to be answered.

THIS RAISIN IS
NOW NATIONALLY KNOWN



SUN-MAID Raisins

We are telling millions of people every month about Sun-Maid Raisins—the luscious, plump, meaty, tender, white California muscat raisins, sun-cured in the open vineyards, seeded, and sent fresh throughout the country in this sealed pound carton. We are telling these millions of people how good this delicious raisin is, and creating a new appetite for this fruit food. And we are telling these millions of people news that surprises them about the unguessed food value of this fruit food, making them appreciate this rich California contribution to the food wealth of a nation. All this is stimulating the use of raisins—and the people want to use this kind of raisins—the SUN-MAID Raisin, because it is the kind they are hearing about.

Write us for full information and dealer's helps.

CALIFORNIA ASSOCIATED RAISIN CO.

Hearst Bldg. Chicago — Membership, 8000 Growers FRESNO, CALIFORNIA — 113 Hudson St. New York

Texas Bermuda Onions

NEW CROP

Both Yellow and White
Packed 50 lb. Crates

TOMATOES CELERY
LETTUCE BANANAS
ORANGES LEMONS

WHITE & CO., LIMITED
Wholesale Fruits and Fish
TORONTO

A Household Name

Your customers know the good uses of

Mapeline



Order from

Frederick E. Robson & Co.
25 Front St. E.
Toronto, Can.

Mason & Hickey
287 Stanley St.
Winnipeg, Man.

Crescent Mfg. Co.
Seattle, Wash.

The Apple Crop

in the famous Georgian Bay District is very short this year. Write us before placing your winter order.

FISH

Salt Trout and Herring

Fresh Frozen Trout and Herring

Lemon Bros.
OWEN SOUND, ONT.

LEMONS

Finest Quality

Best Pack

St. Nicholas

Order from your Wholesaler

J. J. McCabe
Agent
TORONTO

KINDLY MENTION THIS PAPER WHEN WRITING TO ADVERTISERS.

If any advertisement interests you, tear it out now and place with letters to be answered.



That the sweet wholesomeness and high-grade quality of Minto Tea create a big demand without any expensive consumer advertising is conclusively proven by the constantly increasing sales of this superior blend. The amount of money it would take to advertise it is enclosed in each package—an original idea that will appeal to your customers.

Minto Tea will please your very best customers, so that every sale will be but a forerunner of more to follow.

Begin featuring Minto to-day.

Minto Brothers, 284 Church Street, TORONTO

No. 46

Facts with Old Bill

(*Canada's 105-year-old Pioneer*)

When Bars Are Closed

"You know, lad, in the small towns and villages there is really no place for the farmer to hang out when he comes to town and has to wait for his wife to do her shopping, unless he drops into the hotel where he ties his horses. For the accommodation he naturally spends something over the bar, but when the bar is closed, and perhaps the hotel, he will sure have to go with his wife and hang around the store.

"This will give the grocer a great chance to sell cigars and tobacco, and a show case for the display of cigars and a few good lines of tobacco like

King George's Navy

chewing will mean a great drawing card for him."

King George's Navy gets and holds the men's trade with its fine flavor and its chewy texture.



Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

Be Prepared

1916 will be a big "White" Year.

White Shoes are all the go.

White 2 in 1 will have the call.

Don't lose a sale by not having 2 in 1 White in Stock.

Our big 1916 advertising campaign, including newspapers, painted signs and street cars starts this month.



Selling Points

Easy opening box.
No Turpentine.
No Smell.
Good for Leather.
Waterproof.
Lasting Polish.
Black—White—Tan.
Shines and Polishes.

BE PREPARED—GET YOURS

THE F. F. DALLEY CO. OF CANADA LTD.
Hamilton - - Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

FINEST FRESH FISH

DIRECT SUPPLY LOWEST PRICES

J. BOWMAN AND CO.



J. BOWMAN AND CO.

A Scene from one of our Fishing Stations—A Day's Catch.

J. BOWMAN & CO. WHOLESALE 26 DUNCAN ST. **TORONTO**

McLEOD'S SPECIAL FLOUR

IS ALWAYS RIGHT

When Wheat Measures Up

to the McLeod Standard there is absolutely no doubt regarding its quality. Only the very finest and most scientifically blended Ontario Winter Wheat and Manitoba Spring Wheat go to produce McLeod's Special Flour.

This sterling quality has made McLeod's "Special" Flour the favorite for household purposes. The demand is constantly growing; the housewife has already recognized McLeod's as the economical flour. Recommend it to your best customers. McLeod satisfaction means increased business for you.



The McLeod Milling Company, Limited

Stratford, Ontario

"If any advertisement interests you, tear it out r it out now and place with letters to be answered.



Free Offer!

We will give FREE to the first one hundred (100) readers of this number of the Canadian Grocer who write us giving the name of a wholesale firm from whom they buy, the following samples of our shoe dressings. These will be enclosed with shipment from your wholesaler:

1. Bottle of Ladies' Shoe Dressing.
2. Bottle of White Canvas Dressing.
3. Tin of Black Regent Shoe Paste.
4. Tin of Tan Regent Shoe Paste.

All are 10 cent sellers. Sold to the trade at 75 cents a dozen through wholesale grocery houses.

Here are a few of the Regent Sellers:

Regent Shoe Paste—(Black, Tan, Ox-Blood, Mahogany). Suede Dressings (Black and all the popular shades, liquid and powder form). Patent Leather Cream (in opal jars). Combination Dressings (Black, Tan, Ox-Blood, Mahogany). Nu-Bronze, Colored Glace Kid Cream and White Shoe Dressings of every description.

Chas. Tilley and Son, Manufacturers
90 Richmond Street, West
TORONTO

Our Service is Superior and Our Prices are Right

California Prunes "SPOT"

Owing to speculation in 1916 Pack, prices have risen unreasonably, taking into consideration advices of a good crop and the British Embargo.

Why not cover your requirements from Spot stock?

We Offer :

4,500 Boxes CALIFORNIA PRUNES,
"SANTA CLARA"

90 100 to 30 40, 25 lbs. faced.

Canned Goods, Fruits and Vegetables

Now is the time to take advantage of low prices.

The general feeling is for higher prices.

PRIMUS BRAND IS A LEADER.

Full Assortment. Fruits and Vegetables. All sizes.

"PRIMUS" Black Teas PACKAGES

We are having a big success with our "PRIMUS" Package Teas, **Ceylon Black and Ceylon Green.**

L. CHAPUT, FILS & CIE, Limitée

Wholesale Grocers and Importers

2, 4, 6, 8, 12 and 15 De Bresoles St.

MONTREAL

ESTABLISHED IN 1842

The Amount of Summer Business you do depends entirely on the lines you carry

The following specials are snappy summer sellers that you can confidently depend on to pull quick, profitable results.

H. P. Sauce

—the world famous brand that is a year-round seller everywhere. We are H. P. distributors for Canada and United States.

Garton's Cream Custard

Made up in 4 and 8-pint packages to retail at 10c and 15c. Also in 25c tins

La Perle Pure Olive Oil

⅛, ¼, ½ and 1 litre bottles, also in quart, half-gallon and gallon tins.

Yacht Club Salad Dressing

Picnic Size—case 4 doz.
Small 10 oz. bottles—case 2 doz.
Large 20 oz. bottles—case 1 doz.

Emma Curtis Marsh Mallow Creme

Small Tins—cartons 2 doz.
Larger Tins—cartons 1 doz.
Hotel Size—cartons ½ doz.

Bromley's Coffee Essence

Small 5 oz. bottles—case 3 doz.
Large 10 oz. bottles—case 3 doz.
Gallon tins—case 4 tins.

Every up-to-date Grocer should be well stocked with these popular selling lines. They will insure increased business during the summer season.

We also carry a complete stock of nuts, including Walnuts, Almonds, Brazils, Pignolias, Pistachio, Filberts, Peanuts, Salted Pistachio Nuts in shell, etc.

It will pay you to look into our proposition before placing your summer orders. Get in touch with us now, while you think of it.

W. G. Patrick & Co., Limited, Manufacturers Agents and Importers

51-53 Wellington St. W., Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

WANTED—

An Experienced Fly-Catcher

Thousands will be wanted during the hot summer months

Give your customers the "GORGON," and take no risks. It has given complete satisfaction for years.

SEE THAT PIN ⟶

That's an exclusive feature.

The "GORGON" will not dry, nor leak in hot weather. It keeps on catching flies until it is full of them. Order from your jobber.

Agents for Canada: TOMLINSON & O'BRIEN, Winnipeg, Man.



We are prepared to take on a few good domestic lines, for which we will guarantee active and intelligent representation in Western Canada.

TOMLINSON & O'BRIEN, Winnipeg, Man.

WOMEN have been known to buy piano polishes which were splendid cleansers, but which spoiled the piano—took the varnish off. That was the alcohol in the polish.

THERE is no gum, rosin, acids, or alcohol in PRESTOLENE. It will not cut or soften varnish, but gives a glistening plush-like surface. Although made expressly for pianos, it is vastly superior to other polishes as a renovator of furniture and polished surfaces, such as automobiles, buggies, hardwood floors, woodwork, etc.

Put it on your counter. Your customers will ask for it.

W. G. EDWARDS CO. LTD., Bridgeburg, Ont.

Western Distributors: W. H. ESCOTT CO. LTD., Manufacturers' Agents & Grocery Brokers

Winnipeg Regina Calgary Saskatoon Edmonton

WHITE SWAN SPICES & CEREALS

LIMITED

MANUFACTURERS AND MILLERS

HIGH CLASS FOOD PRODUCTS

BAKING POWDERS — COFFEES — FLAVORING EXTRACTS
JELLY POWDERS — YEAST CAKES — CEREALS
CREAM OF TARTAR — HERBS — SPICES

TERMS: Nett 30 Days
Subject to Draft

TORONTO, CANADA.

F.O.B.

VIA

Sold to

We Will Not Receive Goods Returned Without Our Consent

Our Responsibility Ceases When Goods are Signed For In Good Order

Quantity	Style Package	Article	Trade Discount	Unit	Price	Extension	Total

Thank You: *You have favored us with your patronage, which we appreciate and hope to keep.*

We never consider a sale complete until the customer is entirely satisfied, and our **"money back guarantee"** *permits you to return, at any time, any "White Swan" goods that are not found exactly as represented, or which prove unsatisfactory in any way.*

We know our goods and want none but satisfied customers.

THE WHITE SWAN BRAND IS GUARANTEED WITH THE GOVERNMENT WARRANTY.

The above is a reproduction of our new invoice form.

Refer to the White Swan quotations in the list of proprietary articles on pages 136-138-140-142

Write your order on this form, tear out the page and mail to-day.

If any advertisement interests you, tear it out now and place with letters to be answered.

Stephen Leacock

who writes on "Humor as I See It," with some opinions on Canadian humor—or the lack of it.

Agnes C. Laut

discusses what the effect on Canada would be "If Uncle Sam Goes to War."

Arthur E. McFarlane

begins an enthralling mystery story, "Behind the Bolted Door?"—a psycho-analyst's solution of a baffling crime.

Robert W. Service

begins a new series of his virile poems—"My Mate" —written somewhere in France.

Nellie McClung

"Speaking of Women" is a finely treated consideration of woman's place and work during these momentous times.

All in the May Number of MacLean's

Also C. C. James, James L. Hughes, N. W. Rowell, J. P. Downey and Sir Herbert Ames contribute signed statements on current Canadian matters, in a new department, "From the National Viewpoint."

The popular Review of Reviews Department, Short and Serial Fiction, Business Articles, and numerous feature specials combine to make the May MACLEAN'S a very appealing issue.

Arthur Stringer's new romance, "The Anatomy of Love," begins in the June issue.

MacLean's Magazine

is an all-Canadian magazine of surpassing interest to every true Canadian. It is its **Canadian** savour that makes MACLEAN'S so esteemed—this and its very high literary merit.

In the May MACLEAN'S the BIG feature is McFarlane's story—

"Behind the Bolted Door?"

A mystery problem brilliantly solved

If you enjoy stories in which apparently baffling mysteries are unravelled, read "Behind the Bolted Door?" If you desire a magazine whose note is Canada First, you will find it in MACLEAN'S. If you are ready to give your practical endorsement of a policy which has for its end the development of a worthy Canadian magazine in which the best work of the best Canadian writers, artists and sentiment shall find expression, then buy MACLEAN'S.

MAY ISSUE On Sale at All News Stands **15 Cents**

A SNAP IN PRUNES

ARMSBY'S SANTA CLARA
40 / 50 — 25s

1 50/100 box
f. o. b. Toronto

These Prunes are sound, freshly processed and just the thing to put some "go" into business.

GET YOUR ORDER IN EARLY

EBY-BLAIN, LIMITED

WHOLESALE GROCERS - TORONTO

SELLING LIKE HOT CAKES!

STOGIES

Sanardo and Long Point—2 for 5 cents

A Sweet, Mild, Fragrant Smoke

The Smoker's Delight. They Taste Like More.

MANUFACTURED BY

SANARDO STOGIE COMPANY

64-66 Dundas Street, London, Ontario

WRITE FOR PRICES

Western Distributors: W. H. ESCOTT COMPANY, Limited
Manufacturers Agents and Grocery Brokers
Winnipeg Regina Calgary Saskatoon Edmonton

Aints To Buyers and Sellers from Quebec City & Province

PROVISIONS, FLOUR
AND
GENERAL GROCERIES

R. F. CREAM & CO., LIMITED
Brokers and Commission Merchants
83 Dalhousie St. - QUEBEC

BUCHANAN & AHERN
Wholesale Commission Merchants
and Importers
GROCERIES, FLOUR,
MILL-FEED, GRAIN, ETC.
20 ST. ANTOINE ST. (Cor. Dalhousie Street)
QUEBEC, QUE.

TWO CENTS PER WORD
You can talk across the continent for two cents per word wtih a WANT AD. in this paper

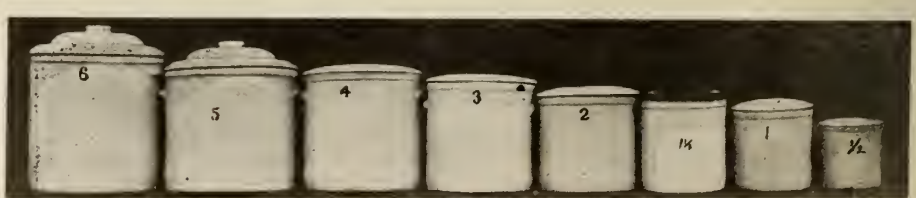


"Gurd's" Dry Ginger Ale is "the specialist's delight"
Light—snappy—tasteful—of most delicate aromatic suggestion. A maximum of selectness at a minimum of cost. Those who drink it regularly—praise it unceasingly. Stock up with "GURD'S" DRINKS—early and completely. Write for 1916 Price List.
CHARLES GURD & CO., Limited, 76 Bleury St., Montreal

BUY
STAR BRAND
"Made in Canada"
Cotton Clothes Lines
and Cotton Twine
Cotton Lines are as cheap as Sisal or Manila and much better
FOR SALE BY ALL WHOLESALE DEALERS
See that you get them

Say You Saw It
in
Canadian Grocer

The Belleville Pottery Co. Belleville Ont.
Stoneware, Rockingham, Chemical Ware, Flower Pots, Drain Tiles, Water Filters, Fire Bricks, Fire Clay.
Clay Goods that sell, quality and price right.



If any advertisement interests you, tear it out now and place with letters to be answered.

Warehouse Arrangement and Location enable us to give unparalleled

SERVICE

With our large, up-to-date Warehouse, our own private Railway Siding right alongside, our unloading and loading doors, through which our shipments are quickly transferred from cars to Warehouse, no chance of even momentary exposure to bad weather, and not 200 yards from express trains for express shipments. This enables us to take care of all orders with promptness and dispatch.

OUR SPECIALTIES



"GOLDEN ORANGE" Brand California Oranges. We control this brand for Ontario, why you should sell them —because they are the best Orange Grown in California—Trade Winners.

BANANAS

Our Banana trade is very large because we buy best fruit obtainable. Our ripening rooms are properly constructed, and we know how to handle, pack and ripen this fruit properly.



FRUIT DISPATCH COMPANY IMPORT THE BEST

Pineapples Strawberries Tomatoes
Celery Grape Fruit Lemons

Direct Importers of Extra Fancy Foreign and Domestic Fruit and Vegetables.

THE HOUSE OF QUALITY

HUGH WALKER & SON

ESTABLISHED 1861

GUELPH, ONTARIO

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

ONTARIO

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Established 1859
GEO. STANWAY & CO.
29 Wellington St. East. - TORONTO
Agents for "Horseshoe," "Tiger" and "Sunflower" Salmon. Fred. L. Myers & Son, West Indian Products. Furuya & Nishimura. Japan Teas.

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners and Drug Specialties
12 FRONT STREET EAST TORONTO

ON SPOT
White Beans,
Evaporated Apples
Currants and Raisins
W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

W. GEO. VARTY
29 Melinda Street - TORONTO
Agent for G. WASHINGTON'S COFFEE
Phone M. 7089

If you want some first-class old leaf Tobacco, processed, so that all of that rank smell and taste is taken out of it, put up in five different grades, write
LEWIS WIGLE
LEAMINGTON, ONTARIO

WESTERN PROVINCES

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP
179 Bannatyne Ave. - Winnipeg, Man.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited

THE H. L. PERRY CO.
214-216 Princess Street, Winnipeg
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.
Correspondence solicited.
"Always on the Job"

Geo. Adam & Co.
Grocery Brokers and Commission Merchants
We can put your goods on the Western market successfully, as we are in close touch with the Western wholesale grocery trade. Give us your line, and let us produce results for you.
Chambers of Commerce, Winnipeg

MEN WITH SALES ABILITY.

We have a few desirable openings for men of this type to call on Grocers in connection with Star Egg Carriers and Trays. 63% of the grocers of the country are already using Star Equipment. To men with proven selling ability we can offer an exceedingly interesting proposition.

For particulars, apply
STAR EGG CARRIER & TRAY MFG. COMPANY
1113 JAY STREET ROCHESTER, N.Y.

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

MARITIME PROVINCES.

J. N. COCHRAN
Manufacturers' Agent and Grocery Broker
FREDERICTON, N.B.
I have a connection with both wholesale and retail trade throughout the entire Maritime Provinces.

The Reputation and Standing of
Walter Baker & Co.'s Cocoa and Chocolate Preparations



Registered Trade-Mark

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

All of our goods sold in Canada are made in Canada.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

If any advertisement interests you, tear it out now and place with letters to be answered.

Pave the road to success

There's only one way to do it—Sell goods that will make every customer a "come-back"



Trade Mark of Quality

"Sweetheart" Brand

Spices, Coffees and Flavoring and "Loyal Brand" Baking Powders, Extracts, etc.

are two dependable lines that you can confidently recommend to every lover of high-grade quality.

The purity embodied in these two leaders was obtained after years of scientific experimenting with the purest ingredients obtainable. This purity can always be depended on to give absolute satisfaction even to the most discriminating tastes.

Order a stock of these two money-makers—"**Sweetheart**" **Brand Baking Powder and Jelly Powder,** guaranteed absolutely pure, and "**Loyal**" **Brand Coffee,** deliciously appetizing.

"Loyal" Brand Orangeade and Lemonade. Sold with coolers and also in 10 and 25-cent bottles.

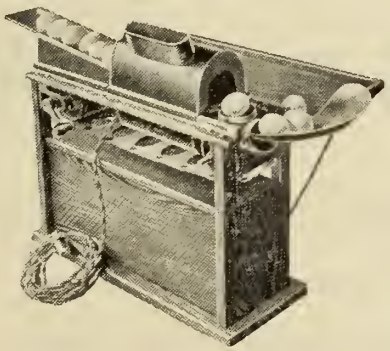
Dealers everywhere are pushing the sales of these profit-making lines. Will you begin to-day?

Send for receipt and cook books for distribution.

IXL Spice and Coffee Mills, Limited

LONDON, ONTARIO

Neat Simple Durable Efficient



The Electric Daylight Egg Tester

is all that and more.

It will candle 300 dozen eggs an hour perfectly.

Any reasonably intelligent person can operate it.

Guaranteed Eggs Bring Higher Prices.

Write for Discounts

A. E. JENNINGS

535 Detroit St.

ANN ARBOR, MICHIGAN

It is to help you in your plans for the coming summer's business that the editorial and advertising matter in this number has been prepared.

Many of the special articles give information of vital importance to the grocer and his clerks. They will stand reading, over and over again.

The carefully-prepared advertisements contain much valuable information about the features and selling points of the goods advertised. A careful study of these announcements will be of great help in selling to your customers.

Use the cord inserted in the upper left-hand corner of this issue to hang it up close to your desk, where you can reach it in a moment, whenever you or your clerks want to consult it.

If any advertisement interests you, tear it out now and place with letters to be answered.

Get ready to start the

FRESH FISH SEASON

right and

select the House that will be able to attend to your business, not for one week or a month, but for the whole season through.

We shall receive daily Halibut from the Pacific Coast, Gaspe Salmon, Brook Trout, Lobsters, Scallops, Shrimps and all the varieties as they turn out from the fish calendar.

Always depend on the old and reliable headquarters to give you *QUALITY, SERVICE* and *PRICE.*

D. HATTON COMPANY

Montreal

Established 1874.

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1, Wharf Road LONDON N., ENGLAND



A Pure Wax Polish
containing no water

"STOP-ON" Shoe Polishes —the kind your Customers are Looking for

That "STOP-ON" shoe polishes have been aptly named is proven by the fact that they are not affected by Rain, Frost or Snow and *will not rub off on the clothing.* They preserve their brilliancy under any condition whatever and when applied liberally to the soles and between the welts and uppers will render shoes waterproof in all weathers.

Tell your customers of "Stop-on" superiority. A little pushing is all that is necessary to start a big demand.

"Stop-on" Polishes are made in the West, for the Western Trade, to meet Western conditions.

Made in black, tan, oxford, and nut brown. There is a "Stop-on" Polish for every grade of leather. A supply on your sales counter will put you in a position to reap a "bigger than usual" profit.

Order to-day.

Strang Brothers
WINNIPEG



"STOP-ON"

White is a pure white liquid dressing of great permanency. A big seller everywhere.

Parisian Cream

—a high-grade "Stop-On" preparation for all fine leathers. A repeat sales-getter.

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

VANCOUVER PARTY WITH FIRST-CLASS business connection wants agency for British Columbia. Apply Box 141, Canadian Grocer.

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c|o Canadian Grocer, University Avenue, Toronto.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known througbout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

WANTED—MEN. ARE YOU CAPABLE OF organizing and controlling a subscription sales force? If you are, you are the man we want to get in touch with. We have a plan that will make you "real money." Part or whole time accepted. Drop us a card for full particulars. The MacLean Publishing Co., 143-153 University Ave., Dept. F, Toronto, Ont.

FOR SALE

FOR SALE — THRIVING GROCERY BUSINESS in industrial city of S. S. Marie. Central location. Established 25 years. Inspection invited. Owner retiring. E. 452 Albert St. S. S. Marie.

McCASKEY 200 ACCOUNT REGISTER — nearly new; complete with books and files. Cash $85.00. Time payments, $90.00. Apply Box 82, Plattsville, Ont.

McCASKEY, 300 ACCOUNTS REGISTER — Five months in use, like new, complete, cash $100, time payments, $110. Large Chapleau Safe, $50.00. American Broom Works, St. Basil, Que.

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto St. Toronto — 52 Can. Life Bldg. Montreal

A want ad. in this paper will bring replies from all parts of Canada.

TANGLEFOOT
The Non-Poisonous Fly Destroyer
Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

KEEP POSTED ON SUGAR
Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write
THE FEDERAL REPORTER, 91-93 Wall Street, New York City

OAKEY'S KNIFE WELLINGTON POLISH


JOHN OAKEY & SONS, LIMITED, LONDON, ENGLAND.
AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

This space $1.00 per insertion on yearly order.

When writing advertiser kindly mention that you saw his ad. in this paper.

Toronto Butchers' Supply Co.
LIMITED
Cleaners, Importers, and Exporters of Sausage Casings. Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.
49 DUNDAS STREET, - - TORONTO

EGG FILLERS
Our capacity is three times the total Filler requirements of Canada
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LIMITED
TRENTON, ONTARIO, CANADA

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS
Book-debts are moneys in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

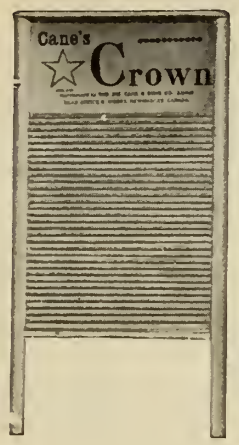
CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

If any advertisement interests you, tear it out now and place with letters to be answered



Zinc or Tinface optional at appropriate Prices







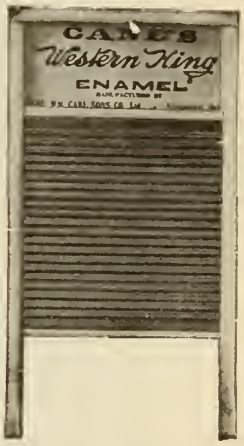
Zinc or Tinface optional at appropriate Prices





ACME BUTTER MOULDS

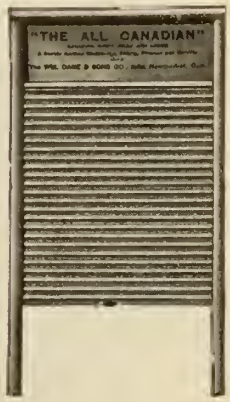




The All-Canadian All-Wooden Wash Board







Quality and Price—a big trade attraction

The Cane line embodies **Washboards** (made in 13 styles), **Wooden Pails, Wooden Wash Tubs, Bake Boards, Bread Plates, Mops, Egg Crates, Clothes Pins and other specialties.**

The All-Canadian, All-Wooden Wash Boards are the result of great scarcity and high price of zinc and aluminum—a price that has greatly handicapped wash board sales.

All-Canadian grown wood, Canadian-made nails, and by Canadian workmen—that's why it's all-Canadian.

The finest grained hardwood is used for rubbing surface.

Retails at 20c and leaves a good profit.

Standard Zinc, glass and enamel wash boards are always on hand for prompt delivery, until notice to the contrary.

WRITE FOR CATALOG

The Wm. Cane Sons & Co., Limited

Newmarket, Ont.

If any advertisement interests you, tear it out now and place with letters to be answered.

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Highest Quality Lowest Price

Gazelle Goods

Tomatoes, 3's - -	$1.10
Corn, 2's - - - -	.90
Peas, English Garden, 2's	.90

Net 30 days, Ex Warehouse, Montreal

Hudon, Hebert & Cie, Limited
Montreal





If any advertisement interests you, tear it out now and place with letters to be answered.

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A KEY TO SUCCESS

Benefit to your customers is the only object you should strive for. A satisfied customer and a fair profit go together hand in hand and are never separated for long. Forty-five years in business has proven to us that this rule is a mighty one.

LAPORTE, MARTIN, LIMITÉE

584 St. Paul Street West
MONTREAL



There is no finer cocoa in the world than this celebrated Canadian Product—

COWAN'S COCOA—
"Perfection Brand" Purest and Best

We voice the merits of this excellent cocoa to more than 3,000,000 Canadian people daily through our national campaign of advertising. Little wonder, then, that this cocoa is selling tremendously—push it, it beats any imported goods, and further it's Canadian made by Canadians.



A-71

HERE ARE A FEW OF

McVitie & Price's BISCUITS

established favorites from the Old Country, which every grocer should stock:

DIGESTIVE.	"The Premier Biscuit of Britain." Finest wholemeal.
SCOTTISH ABERNETHY.	The Scottish favourite.
ACADEMY CREAMS.	Rich cream-filled shortbread biscuit.
CREAMY CHOCOLATE.	Chocolate biscuit filled with cream.
OSBORNE.	The standard Old Country biscuit, delightful flavour.
RICH TEA.	Popular Scottish tea biscuit.
SMALL PETIT BEURRE.	Fine butter flavour.
BELGIUM.	Rich shortcake.
BUNTY CREAMS.	Butterfly shape, cream sandwich, almond flavour.
BUTTERETTE.	Light short-eating cracker.
ROYAL SCOT.	Ideal tea or coffee biscuit.

McVitie & Price, Limited
EDINBURGH and London

McVitie & Price of Canada, Limited
Vaudreuil St., St. Paul St. E. Montreal

Y & S STICK LICORICE

48 5c. Packages to Box



The old-fashioned remedy for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY
MONTREAL

CCC
Norwegian Canned Goods

THE BEST of BRANDS

For your own protection you need to handle brands of Canned Fish that are above suspicion.

CONCORD
Norwegian Sardines

are packed from the finest freshly-caught autumn fish, no hard, tough fish being packed in our up-to-date, sanitary factory.

Only the highest grade oil is used, notwithstanding the advance in price, and the fish are of excellent flavor, mild cured and not too much smoked.

24 to 28 fish go to the can, which will surely please your most fastidious customer.

Order from your nearest wholesaler the brand with the guarantee—CONCORD.

LIST OF AGENTS:

R. S. McIndoe, Toronto. Watson & Truesdale, Winnipeg. Maritime Fish Corporation, Limited, 4 St. Nicholas Bldg., Montreal. W. A. Simonds, St. John, N.B. H. C. Janion, Vancouver, B.C.

"COW BRAND" Baking Soda

Over Seventy Years the Leading Household Requisite

For trade satisfaction and profit there is no line of Baking Soda quite so good as **Cow Brand.**

Customers have expressed their confidence in its work and it needs no long argument to point to the advantage of your stocking it.

Your wholesaler will supply you.

CHURCH & DWIGHT
Limited
Manufacturers MONTREAL



If any advertisement interests you, tear it out now and place with letters to be answered.



You Can't Go Wrong



You can't go wrong in doubling your order for O-Cedar Polish. All the year round, but particularly during Spring Housecleaning, O-Cedar Polish is used by every housewife in every part of her house. You should sell several bottles to every one of your customers. You only need to display

O-Cedar Polish

(MADE IN CANADA)

to get big sales. Our national advertising campaign has made it familiar to every woman. She uses it to clean and polish her woodwork of every kind, her hardwood floors, her piano and all her furniture. She knows what it will do and will have no substitute. Just let her know you have it and you will get her order.



IMPORTANT—Ask your jobber all about our "Profit Deals." They mean bigger profits for you.

Order From Your Jobber.



Channell Chemical Co.
Limited
369 Sorauren Avenue, TORONTO

Clark's



CLARK'S
Food Delicacies

Canada's Finest and Largest Assortment of

PREPARED PURE FOODS

Our illustration on this page shows merely a few of our lines, which are all popular sellers.

Our full list in book form, with handsome coloured illustrations, will be mailed on application.



W. CLARK, LIMITED
MONTREAL

In this Issue—Fruit Crop Prospects

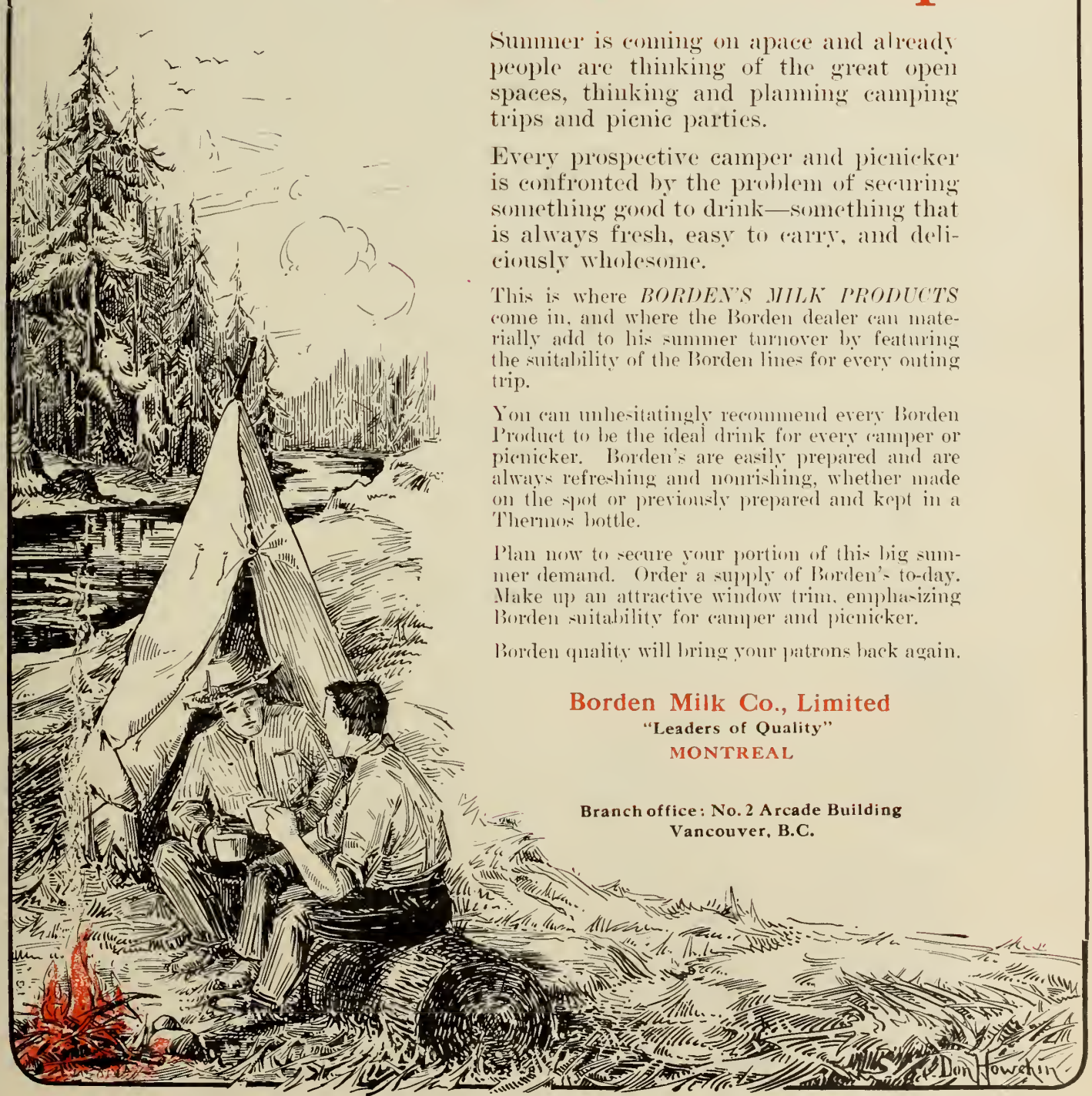
CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, MAY 5th, 1916 No. 18

The Call of the Open



Summer is coming on apace and already people are thinking of the great open spaces, thinking and planning camping trips and picnic parties.

Every prospective camper and picnicker is confronted by the problem of securing something good to drink—something that is always fresh, easy to carry, and deliciously wholesome.

This is where *BORDEN'S MILK PRODUCTS* come in, and where the Borden dealer can materially add to his summer turnover by featuring the suitability of the Borden lines for every outing trip.

You can unhesitatingly recommend every Borden Product to be the ideal drink for every camper or picnicker. Borden's are easily prepared and are always refreshing and nourishing, whether made on the spot or previously prepared and kept in a Thermos bottle.

Plan now to secure your portion of this big summer demand. Order a supply of Borden's to-day. Make up an attractive window trim, emphasizing Borden suitability for camper and picnicker.

Borden quality will bring your patrons back again.

Borden Milk Co., Limited
"Leaders of Quality"
MONTREAL

Branch office: No. 2 Arcade Building
Vancouver, B.C.

LET US HELP



We are already helping you sell O-Cedar by our big advertising campaign. We are telling every woman in Canada of its great qualities. Let us help you more. We can help you in material and advice to display

O-Cedar Polish

(MADE IN CANADA)

in your store and windows. We can help you arrange your display and can supply you with striking and attractive posters and cards. Show your customers you carry O-Cedar and you will double your sales. Write us about it.

Channell Chemical Company, Limited

369 Sorauren Avenue, Toronto

Sales with a punch

—the profit-producing punch that means steadily increasing business
—that's what you get with

Malcolm's Canadian-Made Milk Products









First sales always produce that unstinted satisfaction which brings the customer back again.

Compare our prices and our quality with any of the imported brands. You will find the Malcolm Line a Canadian-made product that is second to none.

Feature these trade winners in your window and counter display. Note our prices:

St. George Brand Coffee, 2 doz. in case	$4.80
Banner Condensed Milk, 4 doz. in case	5.75
St. George Evaporated Milk, 4 doz. in case	3.75
Princess Condensed Milk, 4 doz. in case	4.75

Malcolm's Condensing Company

ST. GEORGE ONTARIO



Snap and Vim for Marching Men

Sunny Jim says: "Good fighting men need good fighting strength in their blood and muscles. Like the Roman veterans of old, our Canadian boys thrive best on rich, whole wheat. ... still, if it's enriched with barley malt as in

"FORCE"

Big, new "FORCE" advertising with a big new "punch"

Sunny Jim is on the job again, rounding up "FORCE" business for Canadian grocers. You'll see him all summer long in a series of big, handsome, well illustrated "FORCE" advertisements in a big selection from the best newspapers.

"FORCE"—the king of all wheat foods because its tasty and appetizing and cooked with rich barley malt.

Make a good display of "FORCE" —your best trade wants it.



... tasty food that you can't quite equal anywhere. ...ole wheat, and wheat is king of all cereals. More- ...e "FORCE" cooking process adds the tonic ... appetizing barley malt to each wheat grain, ...led out thin, baked and toasted to a crinkly, ...rown flake."

...od for "marching men" is good for ...rking women and growing children. ...and fruit on your breakfast ...ing, and see how good it is!

... and worth it

... Hamilton, ...erywhere

All Jobbers **The H-O Company, Hamilton**

OUR great National Advertising Campaign is teaching millions of people to ask this question.



AND their answer will be the prompt patronage of stores that measure up to the modern methods indicated.

"Which store will give greatest value?"

IT is the store that sells good merchandise at fair prices.

It is the store where you are waited on promptly.

It is the store where they do not make mistakes in charges, nor ask you to pay bills twice.

It is the store where you do not have to wait for change.

It is the store where the proprietor has time to see that things run smoothly.

Stores equipped with the up-to-date Cash Register give this valuable service.

This machine furnishes every customer with a receipt or sales-slip.

It prints on this the amount paid or charged.

On this is also printed the date of sale and who made it.

It forces a duplicate, printed record for the merchant.

Such stores do not have to skimp on help or delivery to make up for losses through errors or carelessness in handling money.

Such stores make all their legitimate profit. It pays to trade in stores equipped with up-to-date National Cash Registers.

The National Cash Register Company of Canada, Limited, TORONTO, Ontario

NCR Service

A printed receipt or sales-slip with every purchase

Registration for trademark and copyright applied for.

Look for this sign in store windows

MR. MERCHANT: Our advertising has recently appeared in magazines and newspapers reaching millions of readers.

We are spending a vast sum of money to teach the public to co-operate with you in your efforts to protect your customers, your clerks, and yourselves by the use of modern efficiency methods in retail merchandising and accounting.

Have YOU that kind of store? If so, you will get the **full** benefit of our educational work in your behalf.

If only partly so, then let us show you how much cheaper and how much safer it is for you to bring yourself into complete harmony with the public's ideal.

One of our new 1916 Model Multiple-drawer, Receipt-printing Cash Registers will do this for you. Let us explain how and why. Use the coupon.

The National Cash Register Company of Canada, Ltd. TORONTO, Ontario.

The National Cash Register Co., Toronto, Ont

I have read your advertisement, "Which Store?" and want to know how you can help me realize the ideal that it describes. This request in no way obligates me to buy a new Cash Register.

We now have a National Cash Register that cost us .....

Name .....

Kind of store .....

Address .....

Canadian Grocer, May 5, 1916.



Clark's Spaghetti

with Tomato Sauce

and Cheese

is one of the most popular dishes with the

CANADIAN PUBLIC

To-day

Get right in line for your share of the trade and

STOCK NOW

W. CLARK, LTD. MONTREAL

Clark's

If any advertisement interests you, tear it out now and place with letters to be answered.

Helping the Pure Food Movement

THERE never was a time in the history of the world when people were as deeply concerned about the character of their food as they are to-day. Nowadays each article submitted for table use must undergo the closest scrutiny for cleanliness and purity. People are no longer content to take their daily bread "upon suspicion." They want to know all about its composition and the manner of its making as a preliminary to purchase. Realizing that this is the common attitude of the public mind towards all food products, one can easily imagine the probable effect of the McCormick biscuit advertising upon present and possible customers to whom it is throwing open the doors of the factory in such a way as to satisfy the questionings of the most "finicky." Unless we are greatly mistaken, this policy of taking the public through the factory on paper is going to affect the public in such a way as to create and increase confidence in McCormick's Biscuits and thereby assist the grocer who handles them.

☞ Our traveller will be glad to call on you regularly if you will merely drop us a hint.

The McCormick Manufacturing Company, Limited

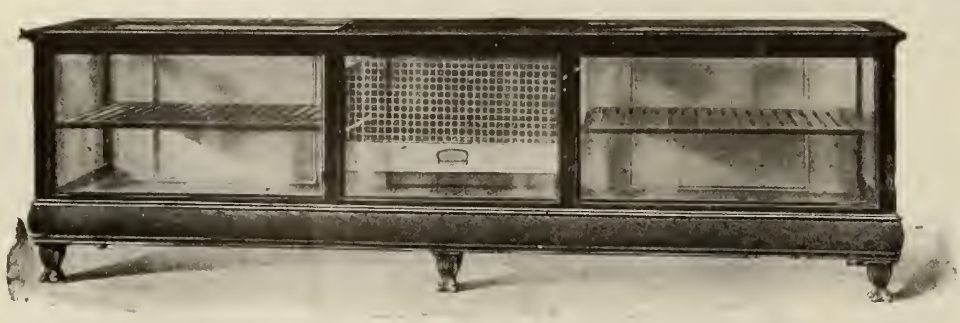
General Offices and Factory: London, Canada.
Branch Warehouses:
Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Port Arthur, St. John, N.B.

How Many Customers Have You
who have not asked for H.P. Sauce?

Our new extensive advertising is exciting a large demand, and your customers are buying it **Somewhere.** Wide-awake grocers are making a leading line of

W. G. Patrick & Co., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.

H.P. SAUCE



THE

ARCTIC

Refrigerator Silent Salesman

—the most effective medium for displaying dainty produce, fresh ripe fruits or cooked meats. It not only displays contents to the best advantage, but it preserves them from spoilation and keeps them always sweet and palatable.

Let us send you our complete Arctic Catalog.

John Hillock and Company, Limited

Makers of the "Arctic" Refrigerator
TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

More Milk Salesmanship—
More Milk Profits—

You probably liked that Aylmer Evaporated Milk in your coffee!

You noted the creamy flavor it gave the coffee—

Its clean cooked taste—

It does not sour quickly—

That it can be whipped.

So—

Tell your customer.

Your cash register is a better place than the Milkman's pocket for those extra dimes.



Can be whipped just like fresh cream.

(Chill before whipping)

Aylmer Condensed Milk Co., Limited

AYLMER, ONTARIO

HELP YOURSELF TO A REPUTATION

by buying a copy of

THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

YOU will enjoy reading it, because you will find it the most interesting and entertaining book you ever saw—and the *result* will be that:

YOUR BANK ACCOUNT will profit, for the information acquired will save you money—and

YOUR REPUTATION will be strengthened, because you will know so much more about foods, etc., than any of your competitors who do not possess the book. Your customers will be quick to notice the difference and will look up to you as an authority. *Such a reputation is very valuable and brings business.*

SOME PRESS COMMENTS

THE GROCER'S ENCYCLOPEDIA is the most magnificent work of the kind ever published. Complete, authoritative and up-to-date information on every article handled by the grocery trade. Hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

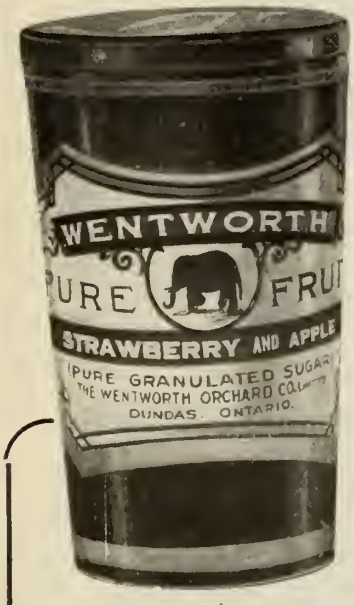
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1,200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper and strongly bound in heavy buckram. *It cost more than* $50,000 to produce, but it sells for

ONLY $10.50, DELIVERY PREPAID.

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada



Put this 10c. seller on your sales counter and note results

Quick returns are the rule when you stock WENTWORTH JAM in the popular 10 cent container.

Wentworth Jams are strictly pure fruit with the "taste" and flavor that bring first customers back again. This 10 cent line is always a business getter when prominently displayed in windows or counter.

Why stock the larger sized dust collecting jars? Wentworth's "10 center" is your best line. Get a supply to-day and see what real jam sales are.

The Wentworth Orchard Co.

Hamilton and Toronto

GORDON McDONALD & CO.

having had their operations largely curtailed through the prohibition of many of the lines they used to handle, and also owing to their inability to get any goods from the Continent, are now open to handle fresh lines in Great Britain and Ireland.

They have 32 salesmen working from Aberdeen, in the North of Scotland, to Plymouth in the South of England, 4 men in Ireland, and 2 men working the export trade in London.

They are open to handle any kind of foodstuffs, confectionery, or any article of domestic use, and will either sell on a commission basis or buy the goods right out for their own account.

References can be given to large Canadian manufacturers with whom they are already doing business.

Cables: "DONABLE," LONDON

GORDON McDONALD & CO.

13, Northumberland Alley, Fenchurch St., London, E.C.

Manufacturers' Agents and Grocery Jobbers

IT IS IMPORTANT!

If you have something to dispose of in goods or service that as many buyers as possible get to know you and your product. This can be accomplished through

Canadian Grocer

143 University Avenue, Toronto

GIVE THEM THE BEST

ST. LAWRENCE DIAMOND GRANULATED

100% PURE CANE

Your Customers will soon be buying sugar for their requirements for the preserving season.

Ensure their having success and satisfaction with their preserves and jams by giving them the best.

No. 47

Canada wishes to Know

(Canada's 105-year-old Pioneer)

Will Canada Have Conscription?



"That's a hard question, lad; the war has brought about so many changes that one cannot be too positive about anything, but, judging from the ease with which Sir Sam is getting the required men for Overseas Service, it does not look as though conscription is much needed in Canada, for the present, at least.



"With all the changes that this tremendous war is making, there is no change in the fine flavor and 'Chewiness' of **King George's Navy** tobacco: of course it is growing more popular at the corner grocery. They tell me they never sold tobacco so quickly as they sell my favorite **King George's Navy.**

"And listen, lad, it is a wise grocer that serves his customers with this fine chewing tobacco."

Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

If any advertisement interests you, tear it out now and place with letters to be answered.

"Behind the Bolted Door?"

They were talking about Crime and Criminals. "Either for his own good or for the good name of the gentleman murdered, the helpful friend will always hold out something," remarked Dr. Laneham, the distinguished psycho-analyst. "Learn what those hold-outs are and five times out of six you have the solution of your mystery."

"Then there's the sort of evidence the criminal destroys. That alone now—the evidence in the destruction of evidence—often provides the solution."

In the very midst of this discussion, the psycho-analyst, bent on a professional call, finds himself confronted by a mysterious and sinister tragedy that challenges his theories to a practical application.

> Groping in the murky corridors of Mrs. Hansi Fisher's apartments in the Casa Grande, the bolts of three successive doors are shut against the doctor and his friend the instant a hand touches the knob. Unbelievable sounds are heard behind the bolted doors, but no response to the call for Mrs. Fisher. The porters and engineer of the apartment house break in the door. All avennes of escape are guarded. At the extreme end of the apartment, on a lattice couch, in an alcove off the swimming pool, whose every door and window is locked from the inside—is found the body of Mrs. Hansi Fisher, murdered these three hours.

Who killed Mrs. Fisher and why? Who bolted the door against Dr. Laneham and faded into thin air as the sledge battered in the door?

The solution of this mystery is the most original piece of detective fiction that has appeared since Sherlock Holmes. The unraveling of the plot is an admirable example of cold, uncompromising logic, but the story itself throbs with action from start to finish.

> **This story, "Behind the Bolted Door?" begins in the May MacLean's. The writer is Arthur E. McFarlane, a Canadian literary man whose work appears only in the very best magazines, and commands staggering figures of payment. His forte is stories of mystery, of profound psychological character.**

MacLean's Magazine for May

overflows with good things—feature specials, business articles, fiction, poetry. Note these writers and contributors—the very best Canadian writers, are all represented in the May MacLean's:

Arthur E. McFarlane	**"Behind the Bolted Door?"**
Stephen Leacock	**"Humor as I See It"**
Agnes C. Laut	**"If Uncle Sam Goes to War"**
Nellie McClung	**"Speaking of Women"**
Robert W. Service	**"My Mate"**
H. F. Gadsby	**"An Official Sunshine Maker"**

Signed editorial pronouncements on live national questions by C. C. James, Jas. L. Hughes, N. W. Rowell, J. P. Downey, and Sir Herbert Ames, and many other highly interesting articles and features, including the Review of Reviews Department, which gives the cream of the world's Magazine literature, condensed for busy people.

A Distinctively Canadian Magazine

ON SALE EVERYWHERE 15 Cents

The 5 Cent Line Babbitt's Cleanser



Your customers will be grateful to you for putting them in touch with this big money-saver.

It is a full weight can of the best Cleanser on the market, and retails for 5c, thereby giving double value (and premiums for the trade-marks as well).

It shows you a good profit and is a sure repeater.

Agents:
WM. H. DUNN Limited, Montreal
DUNN-HORTOP, Limited, Toronto



When you sell

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
by Canadian Employes.

H. J. Heinz Company

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto

Century SALT

is pure, clean salt.

To build a business honestly you must sell purity in food products. Century Salt, from one year end to the other, is exactly the same, always pure white crystals, refined with the greatest care. Excellent for table, cooking or dairy—you can satisfy every customer with Century Salt.

The DOMINION SALT CO., Limited
SARNIA, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality
—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO



BRITISH EGG IMPORTERS should get in touch with CANADA'S OLD RELIABLE PRODUCE MERCHANTS

We have one of the most up-to-date cold storage plants in Canada, and are prepared to supply both local and EXPORT trade, with the best quality butter, eggs, cheese and poultry in season. If interested in buying or selling produce of any kind, in quantities of car lots or less, get in touch with us.
PUBLIC COLD STORAGE: Write us for space and rates for storage of butter, eggs, cheese, etc.

The J. D. Moore Co., Limited
ST. MARY'S, ONT.

The Effect of the Great World Struggle

upon business and upon investment values has been far-reaching. The business man and the investor has never been in greater need of accurate knowledge of conditions—and of the best possible business and financial counsel.

The Financial Post
of Canada

through its unexcelled sources of information, and its exact analyses and forecasts, supplemented by its

By-Mail Information Bureau

which deals with financial or business problems, furnishes a service of unsurpassed value.

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THE FINANCIAL POST
OF CANADA

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because it largely consists of the rich, full-bodied Assam Indian Teas.

OCEAN BLUE

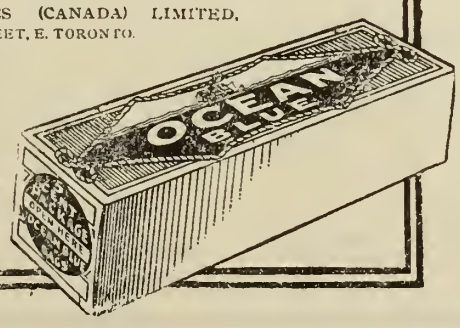
gives the right kind of "service."

It pleases buyer and seller alike.

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED,
33 FRONT STREET, E. TORONTO.

Western Agents: For Manitoba: O. F. Lightcap, Winnipeg. For British Columbia and Yukon: Creeden & Avery, Rooms 5 and 6 Jones Block, 407 Hastings Street, West, Vancouver





Compare it

Put it up against any other refrigerator on the market, and note where EUREKA superiority scores every time. Note the superior facilities for the better display of contents which makes sales easy and puts more dollars in the cash register.

You will fully appreciate Eureka Service when you instal one of our various models. The Eureka dry air circulation system will preserve your perishable goods in absolute security; no matter what the temperature.

Write to-day for the Eureka catalog and list of satisfied users all over the world.

REPRESENTATIVES:—James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.; Ed. Dore, 35 Caroline N., Hamilton; W. J. Armstrong, 14 Euclid Ave., London, Ont., etc., etc.

Eureka Refrigerator Company Limited

31 Brock Ave. TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

ROBINSON'S "PATENT" GROATS and ROBINSON'S "PATENT" BARLEY

have the quality that guarantee repeat orders from every first sale.

It pays to keep these two favorites well to the front and on your sales counter.

Robinson's "Patent" Groats and Robinson's "Patent" Barley will help you to secure bigger family business.

Get them from your wholesaler when placing your next order for sundries.

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO



Sealed with Anchor Caps

Your Profits are Affected

Yes, sir, there is no getting around the fact that handling bottled goods with insecure or unsightly seals is a positive source of loss to every dealer.

Spilling and contaminating of contents are every day occurences with the ordinary seal. There is only one way to entirely eliminate this fruitful source of lost profit, and that is to insist on ANCHOR CAP seals on every order of bottled goods. These dependable seals have a double recommendation—perfect security and better appearance. This latter point will do much towards promoting quick, profitable sales of bottled goods in your store.
Try out the ANCHOR CAP on your next order. Results will prove our claims. Your wholesaler can supply these seals on any line whatever.

ANCHOR CAP AND CLOSURE CORPORATION of CANADA, Limited

Sudbury Street West, Foot of Dovercourt Road TORONTO, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

VOL. XXX TORONTO, MAY 5, 1916 No. 18

Do You Refund Purchase Price?

How Grocers Deal With Dissatisfied Customers—The Question of Money Back on Goods Exchanged—Some Exceptions to the Rule—Studying Your Public

Actual experiences of thirty-one grocers.

RECENTLY a letter was sent by Canadian Grocer to many grocers across Canada asking them to voice their views on some principles of store management. The exact subject was the refunding or unwillingness to refund the purchase price of an article should the customer be somewhat dissatisfied. The four questions asked were these—:

A—Do you agree to refund the purchase price?

B—Do you insist on the customer keeping the article?

C—Do you insist on the customer exchanging for some other article?

D—Are there any exceptions to your general rules?

Very helpful suggestions have been made by the replies to these questions and they are handed on to our readers as coming straight from business men similarly placed to themselves.

F. W. Bayliss, Victoria, B.C.—"Yes, if the package has not been opened, I agree to refund the purchase price. I do not insist on the customer exchanging for some other article unless she so wishes."

G. Passmore, Victoria, B.C.—"Yes, I agree to refund purchase price. On the question of exchanging the returned article for some other, I might suggest this, but I would certainly not insist. There are no exceptions to my rule. I would be inclined to meet the customer in every conceivable way. The questions you ask open up a very interesting discussion. It seems to me that if a customer purchases an article at your store, and then finds she doesn't need it, the only thing possible to do is to refund the money, that is if she doesn't want it exchanged for anything else. It is very unwise to get into arguments with customers. They, of course, only see their side of the question. I think it was Marshall Field who said 'The customer is always right.' The money-back principle is being largely adopted by progressives. If the customer is not satisfied with the goods the money will be refunded. A satisfied customer is the best advertisement any business can have, and if you refuse to take an article back it is safe to assume that that customer will tell her friends on the first opportunity and that in itself is a knock to your store."

Simington & Co., Calgary, Alta.—"We try to always believe that the customer is right. We believe that there can be no certain rule for these troubles. If the complaints are unreasonable we sometimes take a firm stand, but generally the customer believes he is right."

J. G. Hargrave & Co., Winnipeg, Man.—"To the first question we answer we refund the purchase price. We do not insist upon the customer keeping the article unless she can make use of the ticket. We do not insist on a customer exchanging it for some other article. We prefer to take the goods back into stock providing they are in as good condition as when sent out. There are, however, some exceptions to this rule. We find there are some people who make a practice of complaining—with those we insist on the first transaction being a finished one."

A. W. Lloyd, Stratford, Ont.—"Yes, if they wish it, I agree to refund the purchase price. I do not insist on customers exchanging return goods for some other article, although in quite a number of cases they say they will take something else in its place. If a customer returns a can of corn or salmon and says she does not like it, I generally send another or refund the money. I always try to please the customer."

D. Laprade, Carleton Place, Ont.—"Yes, I always agree to refund the purchase price. I do not insist on a customer exchanging an article, not in the least unless the customer herself wants to. The way I have done and am still doing and will always do is when a customer thinks the article is so and so but when opened it doesn't suit and brings it back to the store, I certainly give back the money. I have found by experience that it pays in the long run. You lose on this article, but with their trade during the year round you more than recover the loss."

Deachman & Weir, Carleton Place, Ont.—"In ninety-nine cases out of a hundred we refund the purchase price. We do not insist upon the customer exchanging the article unless they ask for something instead. I cannot ever remember refusing to refund. We think it the best policy to take the article back and cheerfully refund the money. You will then hold your customer. We had a farmer the other day bring in a bag of standard granulated sugar; after using some out of it he said it was too fine and it looked as if there were flour in it. I said we would guarantee there was no flour in it but would give him back his money and we handed him the money for what he returned. This pays in the end."

Peebles, Hobson & Co., Hamilton.—"Regarding the course of action pursued by us following the sale of an article which has been returned by the customer purchasing same, it has been our custom in the past at all times to refund the purchasing price of such articles. Where the claim is made for goods reported inferior in quality or in an unfit condition for use, such as canned lobsters or vegetables, we invariably insist upon the customer returning to us the open can, informing such customers that it is absolutely necessary for us to have same returned to the wholesaler, so as not to entail any loss on ourselves. Where a customer has thrown out the can and then made the claim, we point out to them the injustice they are doing us in asking us to refund the money where we have no recourse against the packer ourselves. We endeavor as far as possible to avoid argument and follow the course of least resistance. Where a customer makes application to return goods we insist upon refunding the cash paid, leaving it optional with her whether she purchase other articles for the same value."

W. J. McCully, Stratford.—"This

is a very important question to discuss and there are a number of ways to look at the question. I instruct my clerks when selling over the counter what the quality is and when a customer calls for an article and we deliver it to his home, we expect we have completed our side of the deal. If he returns and makes complaints that the goods are not up to the quality we stated we immediately ask him to return the goods. If we examine them and find they are everything we have said, we explain that the goods were everything we said and there must be some other reason for returning the same. We generally find out by this time that the customer is returning the goods for some other reason. We do not mind being caught once by a customer as we feel it is always worth the price to find out how big a man he or she is and when he or she continues to deal we govern ourselves accordingly. We like to accommodate our customers in any way possible and only ask them to be fair with us. We are only too pleased to find out if there is anything wrong with the line of goods we are handling. We always have confidence in the customer until we find him wrong. I might say that we have very little trouble along this line with our regular customers. It is mostly people who are bargain hunters that you have this kind of trouble with."

P. Lamoureux, Ottawa, Ont.—"Yes, I agree to refund the purchase price and do not insist upon the customer exchanging. The only exception I have is when the customer is a crank. Then I do not make any exchange."

W. A. Munn, St. Thomas, Ont.—"If the goods are returned in good condition we cheerfully refund the purchase price."

K. E. Heikkinen, Fort William, Ont.—"I simply refund the money, always. I never insist on a customer exchanging it for some other article."

A. J. McDonald, Smith Falls.—"My methods are never argue with a customer, take the goods back and give him or her the money back. It does not pay to anger a customer. As to getting them to take something in return for an exchanged article, if a customer wants anything in return they will say so. In my experience it does not pay to push anything on to a customer that a customer does not want. My way is to give them back their money and if they see you are fair and honest with them they will put confidence in you and leave you more business than if you were too anxious to put something on to them.

Angus Johnson, Ottawa, Ont.—"Yes, I agree to refund the purchase price and I do not insist on exchanging.

Charles Coy, Toronto, Ont.—"To question A, yes; to question B, no; to question C, yes. There are no exceptions.

The Dodson Delicatessen Store, 178 King street, W., Toronto.—"With regard to returning purchase price. I am not in favor of returning purchase price to the customer if the article has been opened and any of the contents removed or otherwise damaged so as to make it unsaleable again. Unless the manufacturer would guarantee to refund my purchase price, which is the case with some manufacturers of high grade articles, and it is my policy to always push the sale of same. On the other hand if the article were returned in good condition I would not hesitate to refund the money, exchanging it for something else, I leave it entirely to him whether he wants to or not."

W. N. S. Hunter, Hamilton.—"We always refund the purchase price of the article, if it is not bulk goods, and is returned in as good a condition as when sold. In the case of bulk goods, we take the stand it would not be a sanitary way of doing business and we do not refund the money. With regard to exchanging the customer is usually willing to take other goods in exchange."

Luke Copple, Hamilton.—"Question A, yes; question B, no; question C, the customer can have either money back or other goods."

Robin, Jones & Co., Papebiac, Que.—"Yes I agree to refund the purchase price. I do not insist on the customer exchanging. There are exceptions to my general rule as some classes of goods are not returnable."

Dionne & Dionne, Montreal, Que. —"Yes, I agree to refund the purchase price and do not insist upon the customer exchanging the returned article if they do not wish it. There are exceptions, however. In the case of perishable goods, if we are not notified immediately upon receipt of the goods by customers we do not refund the money."

M. H. Browne, Montreal. — "Yes, I agree to refund the purchase price. I do not insist upon customer exchanging. The only exception to my general rule is when it is not clearly proved that the goods are not as represented."

E. J. Quinn, Montreal.—"I agree to refund the purchase price and do not insist upon a customer exchanging the article. There are no exceptions to my rule."

Joseph Dubuc, Quebec, Que.—"Yes, we agree to refund the purchase price. We try to insist upon the customer exchanging but we do not insist that the customer exchange it for another article that we consider to be as good. Our motto is to give satisfaction. If a customer does not want the goods because he cannot employ them, we refund the money. All our goods are guaranteed and we aim to please our customers and we can please them in many ways, in delivering the goods in the time asked for, by being polite with them and in rendering them all service. In a word we let them know that we are their servants."

A. J. Gagne, Quebec.—"We agree to refund the purchase price except a quantity which is sold and we pay the balance. We pay freight charges both ways to please a dissatisfied customer. We prefer to lose a few cents rather than have an unsatisfied customer. I have built up a good solid trade by so doing for my firm and they appreciate it."

A. E. Hurd, Ayer's Cliff, Que.—"We agree to refund the purchase price. We do not insist on a customer exchanging for other goods. As to exceptions, the above answers are given in the case of a steady customer to the store. To a party who only comes to my store for goods not obtainable elsewhere, I should possibly take the goods back but should insist on them taking in exchange other merchandise. In the latter case if goods were guaranteed in quality and did not turn out as they should, I should certainly refund cash with the hope of securing further business."

T. B. Rider, Fitch Bay, Que.—"Yes, I agree to refund the purchase price, I do not insist upon the customer taking something else in exchange. Our rule in business is to satisfy the customer and when we recommend any article we guarantee its quality which means we are willing to refund purchase price on return if the goods are not found satisfactory. There are many well advertised lines sold in a general store like ours which the customer purchases from knowledge which we do not undertake to accept or refund purchase price if not found satisfactory. We aim to sell only such lines as we can confidently recommend."

T. A. Wood & Co., Montreal.—"We usually agree to refund purchase price as we do not like unpleasantness or dispute. As to exceptions to our rule, I do not care to take cheese back after cutting."

A. Giovetti, Sherbrook, Que.—"Yes, I agree to refund purchase price, except when the article is not brought back at once. I do not insist on the customer exchanging the article for something else unless she chooses so to do. As to exceptions, yes, there are exceptions. If it is a good customer we make an allowance and come to terms, if it's a funny fastidious person it is impossible to please we let them trouble someone else. The questions raised by the changing of goods are many and varied. I think it would be a great matter to have a hard and fast rule. Sometimes it is through improper handling of goods by the merchant and wholesalers, and then again we have the ignorant and prejudiced that always thinks he is over-charged. Take for instance one person buys a pound of cold storage butter, keeps it in a cup-

board by the fire over a few days, the consequence is that it has gone strong. He sends it back or calls up the grocer to fetch it back or exchange it for something else. Now that is the customer's fault. No butter should be exchanged unless brought back at once. Another customer will buy a pound from the same bunch, keep it in a cool place and there will be no complaint. Sometimes the grocer gets strong butter from the makers. I think the best remedy is either to send it back or sell it for other purposes than table use and not risk losing a customer."

W. J. Hohgood & Son, Halifax.—"If the article was of an inferior quality—say damaged and represented as such I would not feel like refunding the price paid or exchanging for something else. If the article did not turn out as represented I would refund the price paid."

G. A. Cooke & Co., Halifax, N.S.—"Yes, I agree to refund the purchase price. I do not insist on the customer exchanging the article for something else. As for exceptions, when goods are returned in good order and promptly we make no exception. We have learned that a customer's influence is sometimes worth as much as their trade, and so far as we are concerned we believe that it should be catered to."

J. R. Brown, Woodstock, N.B.—"Yes, I agree to refund the purchase price. I do not insist on the customers changing the articles for something else. As to exceptions I have none. My reason for so doing is that I stand behind anything I sell and life is too short to argue about it."

Niagara Fruits Pass Winter Well

All Reports Indicate Good Year For Peaches, Strawberries and Raspberries — Of Course, There is Yet Time For Late Frosts—Possibility of Wet Weather in Blossoming Time to Contend With Also—At Present, However, Prospects Are Good.

FROM all that can be learned at present, the prospects for the fruit crop in the Niagara peninsula this year are all good. During the past week or so Canadian Grocer has been in touch with a number of large fruit growers and preservers, and they all agree that so far everything points to a fine yield of every fruit, and a larger crop than last year or the year before. Most fruits seem to have wintered well and unless something happens at this late date, unless conditions are the reverse of what they have been, the public should not only get good fruit this year, but at fairly low prices, because crops will be large.

"Every fruit that I know of has wintered well," was the statement to Canadian Grocer of one prominent fruit man.

Peaches Look Promising

"Peaches in my opinion will be large in crop and excellent in quality unless something happens to mar existing conditions. You will remember that two years ago we had a poor peach crop, and that last year it was a good deal better From present indications, though they are somewhat vague as to the extensiveness of crops, I think we shall have a very large peach crop, probably the largest for the last three or four years. The only thing that can stop that, so far as I can see, is a frost in blossoming time. Some of these frosts come along as late as June, and, of course, seriously hamper the good progress of crops. But apart from that contingency, I think we should have an excellent peach crop."

"So far as strawberries go," said another grower to Canadian Grocer, "the plants as well as the other small fruit bushes have wintered well, and the prospects look bright for a good crop. Progress is a little delayed because of the long winter, and up to the last two or three weeks there has not been as much rain as one would want to see. However, this is being remedied now, and these last few days we have had ample rain, and it looks as if there is a good chance of a normal strawberry crop.

"So far as raspberries are concerned, the consensus of opinion seems to be that this fruit has also wintered well. There has been no bad element; frosts have been avoided so far and everything looks as though the raspberry crop will be normal if not better than that."

Speaking of general conditions for all fruits, a grower recently told Canadian Grocer that from every angle the Niagara fruit this year he thought would be as good or better than ever.

"That is to say, from present indications," he said. "Of course, there are several kinds of troubles which might possibly crop up. Probably the most prolific cause of the failure of fruit crops is a wet spell at blossoming time, which destroys the pollen of the blossoms, and we have yet got to go through that. Then again, frost at blossoming time is certainly a serious handicap. It is, therefore, somewhat early to talk about just exactly how good crops will be until those two difficulties have been encountered and vanquished."

Effect of High Sugar

It appears from all indications that the fruit packer will have to take care of a bigger percentage of the trade than usual. If crops are good, and whether they are or not, canners will have to take care of the contingency that, this year, owing to the high price of sugar, the average housewife will not put down as much fruit. In most years, when sugar has been at a much more reasonable level, many housewives put down considerable themselves, but with sugar at almost $8 to the trade, it is not to be supposed that this practice will be as general this year as last. There should be more trade for the packer this year.

There will also probably be more trade for the fruit man, with a prospect of fairly good crops and low prices.

U. S. COFFEE CONSUMPTION

The American people, long known as the world's coffee drinkers, actually consumed 40 per cent. of the amount sold in the international markets, according to the Bureau of Foreign and Domestic Commerce. More than 1,000,000,000 pounds of coffee came to this country last year. Germany normally is second in coffee drinking, but the war cut off her imports last year and made France second with receipts less than one-fourth as large as America's purchases. The entire United Kingdom consumes only one thirty-fourth the amount of coffee drunk in the United States. The United States ranks third in tea drinking, with the United Kingdom first and Russia second. Coffee imports show that the approximate per capita consumption in the United States is 10 pounds; tea, 7 pounds, and cocoa, 1 2-3 pounds.

SERVICE DEPARTMENT

Editor Canadian Grocer. — Can you give us the name of a firm that handles corn by the carload?

Kelly, Taylor Co.,
Charlottetown, P.E.I.

Editorial Note.—This information has been forwarded.

Order Tables Help Expand Purchases

Customers Sit Down on Rest Chairs and Have Heart-to-Heart Talks With Clerks Across the Table About the Various Foods—A Service Given by the Almy Store in Montreal—Many Attractive Floor and Table Displays.

Written especially for Canadian Grocer.

THE grocery department of the new Almy Store, Montreal, specializes on service as illustrated in the accompanying photograph. Note the cosy looking shopper's tables.

It is the common thing in this store to see these tables occupied by clerk and customer in a "heart to heart" conference over the day's purchase of foodstuffs. Somehow, a tired woman seems to appreciate the opportunity to rest offered by these chairs and tables.

It is so helpful to ordering to sit down at ease in a comfortable chair in a place from which one may view the bulk of the store's shelves and displays. It permits one to come to an easy decision on the order. The clerk sits opposite at the same table, ready with suggestions, jotting down the items as they occur to the customer's mind. The tables are also used to feature special lines when campaigns on certain goods are on.

Things Must be Spotlessly Clean

Another great feature of this store's service is the emphasis laid on cleanliness. It amounts to a passion in the Almy Store and is equally practised in the rear as in the front. Customers are invited and encouraged to inspect the most out-of-the-way corners of the premises at all times and a talking point is made of the good conditions invariably found to exist as a result of these visits.

The sale of peanuts has been greatly added to here by the installation of a peanut grinding machine that makes peanut butter before the customer's eyes.

Attractive flour displays are used, as there is plenty of space and these account for considerable extra business during the day.



Almys, of Montreal, have several order tables and rest chairs where customers sit down to give their order. This idea is now used in the grocery department of many of our large stores.

Nibbling To Reduce Bad Debts

Merchant Finds it Necessary to Adopt Watchful, Waiting Attitude in Making Judicious Selection of Credit Customers—Problem Before Him is to Eliminate Financial Loss, Worry and Strain—The Methods of Some.

Written for Canadian Grocer by J. G. Lucas.

SOONER or later every merchant has to meet the question of bad credits. With him the question is how to reduce them to the minimum. After a long and painful experience, perhaps, he comes to have a finer intelligence—his knowledge is ripened by experience. There comes a time when he sits down with himself and recounts what bad credits have meant. In the first place there is the bugaboo which rises up and strikes him in the face with a force that he can seldom forget—that of financial loss. It is the one side of his business experience that he would gladly bury and forget—if he could. But it is always present. Night and day, very often, it stares at him with a sort of spirit-like quality. When it comes up in the nighttime it takes the form of worry. This form of mental indulgence is neither good for body or soul. Yet some men are so mentally constituted that they find it hard to refrain from it. Consequently through loss of sleep attending the worry they find themselves under a severe strain.

In their waking moments the price which they must pay for the elimination of bad credits is "eternal vigilance." They must be on the job all the time. They must constitute themselves as the watchdog that is ever wakeful. Their tactics must show resource and tact and a bulldog tenacity in order to get those accounts in which are rightfully theirs. It is a strenuous life that they must lead. As bad credits are eliminated this strain is reduced. Some have taken the unruly situation by the horns and eliminated the chance for having bad credits altogether through the adoption of the cash system. It is not always possible or does not at all times seem the better part of discretion to introduce this system. Hence, the merchant makes up his mind to bear the loss, the worry and the physical and mental strain. But he desires to see these things reduced to the minimum.

Nibbling for Good Credit Accounts

There is a continual nibbling process going on. The merchant dangles the bait and the credit customer is the one who does the nibbling. But the merchant is the judge as to who shall be allowed to nibble. Some of these customers he finds in time want to keep on nibbling without any idea of paying up. This is the very class for which the merchant has adopted the nibbling process. If they nibble in good faith and are willing to pay, he is just as pleased with their custom as with the cash customer.

This process he finds a very necessary one. In the first few months of his business experience he learned to his sorrow that it was not well to let all those who come along start to eat the cake in big bites. In some cases they ate the cake too fast, became bloated from riotous and fat living, fell sick and were unable to pay. So the merchant found it was neither good for himself or his customer to give a free rein to all those who asked for credit.

Judicious Selection

Through these tactics the merchant comes in time to have a fairly judiciously selected clientele of customers. They are the people who will not abuse the credit extended to them. They are people of their word. They will not go back on their obligations but will meet them if within their human power so to do. This becomes the second stage in the cutting down of bad credits. It is perhaps an unconscious process which the successful merchant adopts and would hardly recognize it by such a name as "judicious selection." But that is in essence what he must do in order to get a clientele on which he can depend and which will reduce his financial loss, mental worry and physical strain.

Extension of Short Credits

After he has made a wise selection of those to whom he decides to allow a certain amount of credit, the next thing for him to see to is that the credit term be as short as possible. Long credit terms are seldom wise. If a man cannot pay within a reasonable length of time there is small chance of him ever paying. There are, of course, exceptional cases, such as brought about through long periods of illness of the breadwinner when his family is small and he is unable to secure an income from any source. For the most part merchants will say that credits should rarely extend over thirty days. In towns where there are factories the weekly pay-day never runs longer than a month between periods. In most cases it is every two weeks or weekly. With the farming community it is a vexing problem to know what the credit limit should be. "The farmers are hard buyers but good payers" the way one merchant expressed his observation of the farming community. Rarely did he have occasion to regret that he allowed them to have credit. In some cases they have been slow payers as well as good payers. The merchant can almost always depend on getting his money from them.

Some merchants have asserted that they see no reason why the farmers should ask for credit. They have products of the farm which they can turn into cash at almost every period of the year. And they are turning these into cash at almost every season. These sales from the farm are always cash sales. It would seem that the farmers should be able to pay cash, or at any rate ask for only short terms of credit. With some farmers it becomes a habit to owe accounts. They never intend to shirk their obligations, but they just put the day of payment off and use the money for other things or leave it in the bank to draw interest.

Keeping the Customer "Jacked-Up"

And so the matter of making the credit customer toe the scratch at the appointed time, comes to have an important bearing on the elimination of bad credits. If the merchant does not make it known that he is expecting and anxious that his money be forthcoming at the appointed time the credit customer is liable to become careless about the matter himself. It is good business policy for the merchant to keep his credit customer "jacked-up." The money is his. It should be worth asking for if the man does not come through with it voluntarily. There are many bad credits developed through this timidity on the part of the merchant to ask for the thing that is his by right. In some instances it is even an injustice to the customer. For he is allowed by such tactics to be his own worst enemy. If he is made to meet his obligations he often thanks his taskmaster for it. There are few human beings who do not require some form of the big stick. This urging or gentle pricking of the credit customer is very essential to the keeping down of bad credits.

Means to Remind

There are various means by which merchants have found it advisable to remind the customer that he is due to pay. The account register has been of wonderful assistance. For others the monthly statement is sufficient. Sometimes it takes two or three of these. One merchant is in the habit of appending a little personal note on the bottom of

(Continued on page 21)

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FLOUR OR WHEAT?

READERS of Canadian Grocer's market reports, week by week, will have been impressed by the constant and continuous strengthening feature of the flour market—the ocean freight situation. For months the conditions affecting ocean shipment have been so acute that export trade to Britain and elsewhere has been seriously hit and exporters and importers alike seriously incommoded. At the moment there is a slight reduction in freight rates, for which traders in general will be duly thankful, but, in the nature of things, material reduction cannot follow as long as war continues.

So far as flour is concerned, all-round benefit would accrue if overseas buyers would more generally import wheat in the form of flour rather than as wheat. It would be a measure of economy. Four and a half bushels of wheat will condense to a barrel of flour, and there is certainly a difference in the space which the two take up. Moreover, there is a slight saving in money if flour is exported rather than wheat.

The presumptive objection to this course is that British mills naturally wish to grind their own flour. As a matter of fact it suits Canada far better to cater to this wish, inasmuch as we have still enormous stocks of wheat to go forward, and it would not profit Canada a great deal at the immediate moment to insist to too great an extent upon exporting flour rather than wheat. Our mills have not the capacity for grinding the large stocks of wheat we have for immediate export.

Nevertheless, from a public-spirited standpoint it would be better to export, where possible, flour rather than wheat. The trend thus-wards is clearly marked, as shown by the single fact that, despite high tonnage and scarcity of freights, exports for the year ending March 30 are ahead of the year ending March 30, 1915. The point is that if the ocean situation becomes more serious and the necessity for economizing in tonnage more emphatic, this trend will be still more clearly marked, and Britain and other overseas will, perforce, have to take their grain as flour rather than as wheat.

Millers should do all they can to cultivate this tendency on the part of overseas buyers to import flour for the sake of economy, for the sake of support of the milling industry and for the sake that it be known that Canada as well as being a great wheat exporting country is also a great flour exporter.

DISCARDING TRADING STAMPS

IT was back in 1905 that the Trading Stamp Act was passed in Canada, which put an end to the more or less pernicious practice of retailers buying trading stamps and giving them away to purchasers of their goods. However, in the United States there has been a great deal of trouble in various cities and States over these same trading stamps. Retail associations have been fighting them in many places and so have individuals.

Philadelphia recently had to do with trading stamps. And it will be interesting to Canadian merchants to know that they have been abolished in that city. In Philadelphia and its suburbs there is a total of approximately 1,200 chain grocer stores. These are controlled and operated by five big firms and these organizations have been testing the trading stamp system. At first they thought they discovered that trading stamps increased their sales in groceries. Undoubtedly by announcing special bargains in stamps and by giving extra quantities of them with certain

purchases, a purely fictitious demand was created for certain brands of goods. But that such demand was artificial was proved as soon as the special bargains in stamps were withdrawn, for thereupon, sales of the particular brands specified dropped back even to a point below what had been normal prior to the special inducement.

At one time so strenuous did the trading stamp game become, that the competition of giving away stamps among these large chain store establishments threatened to eat up all the profits of their regular business and drive them to the condition of a Philadelphia department store whose indulgence in trading stamps was one of the prime causes in forcing it into the hands of the receiver. In short, the thing finally became impossible to these big contributors and now the trading stamp in Philadelphia has gone.

LOBSTERS—LUXURIES OR NECESSITIES?

A PROBLEM which the lobster packers of Nova Scotia, New Brunswick, P. E. Island and Quebec will have to consider is what they will do in case the British and Allied governments should decide that canned lobsters are a luxury and not a necessity and forbid their importation. Such action would be very important to the packers.

It is said that advices from England are not very reassuring, and it would be well for fishermen, packers and exporters to combine in an effort to establish the fact that lobsters, whether fresh or canned, are a foodstuff, and seek t o prevent the prohibition of their shipment during the present season at least. War economics demand that foodstuffs shall remain cheap, but lobsters cannot be cheap without being unprofitable. To stop the fishing or exportation now would be ruinous to the trade and spell disaster to many people in those provinces because of preparations and expenditures already made for this year's work.

The Federal Government will no doubt use its influence with the British authorities towards protecting the trade for this season. The lobster industry in these provinces runs into the millions yearly, and by far the greatest portion of the pack finds its market in Britain, France and Russia. Germany was a considerable purchaser before the war.

IMMIGRATION TENDENCIES

DESPITE the efforts which have been more or less generally reported as being put forth in the United States to hinder emigration to Canada on account of the war conditions prevailing here, the trek of farmers into Western Canada goes steadily on, according to reports received by the Canadian Pacific Railway.

During the week ending March 21 there entered 390 persons, with cash amounting to $199,063, and effects valued at $47,430, as compared with 263 persons last year, with cash totalling $67,951. During the week ending March 28 there entered from the United States 611 persons, with $190,406 cash and effects valued at $46,215, as compared with last year's record of 375 persons with $91,658. These figures give a total of 1,001 new settlers from the United States into Canada within a fortnight, and of these over 300 were farmers.

There can be no doubt but that last year's crop was about the best advertising that Western Canada has ever had, and were it not for the war there would probably be the biggest rush for land that the country has ever seen.

LETTING THE PUBLIC KNOW

THERE is a trend in daily newspaperdom which is growing—in some spots. It is the explanation to the ordinary reader of such simple and ordinary affairs as the public is concerned with when it buys its foodstuffs, its clothes, its furnishings. The trade press welcomes this tendency, for two reasons: One is that for a long time it has devolved on the trade paper to explain to the retailer why prices are high or low—as the case may be—and the retailer has then had to make his case good with the public. The growing space devoted by daily papers to market reports of general interest—wholesale prices should not be quoted—helps the retailer and the trade press, which stands for the retailer, by familiarizing the public with market changes and the reasons therefor. Another reason why this tendency is welcome is that it signifies the attitude of mind of the daily press. The press feels that such things as market changes can be made into interesting news to the man in the street, if put up properly.

The *Winnipeg Telegram* has been to the fore in the development of interesting the consumer by giving him and her news of market conditions frequently. In a recent issue of that paper under the caption of "Mr. Pepper, Grocer, and Mr. Carver, Butcher, Assert that Profits are Shrinking," the writer, in a three-column article, shows the reader just how commodities have been forced up in price by the war, comments on possible happenings, and goes into detailed reasons. The point about this sort of article is that it is written simply and with no trade technicality, so that "the wayfaring man . . . cannot err therein." The *Telegram* and other papers are doing really helpful work in acquainting the reader from time to time with reasons why their bread and butter should be advancing in price. It stimulates trade. It brings about a better understanding between retailer and consumer.

The reason wholesale prices should not be quoted in the daily newspaper is that the average consumer does not appreciate the fact that the retailer is continually working under a heavy overhead expense, a large part of which is the result of a higher standard of living. Many people think that if a grocer buys an article for a dollar and sells it for $1.01, he is making a cent profit; they forget that that article must pay its share of the inevitable overhead.

Counter Drawers Save Time

London Grocer Points Out That By Storing Goods in These the Selling Staff Can Put Up the Goods More Readily—Smaller Staff Therefore Required.

R. H. HARLEY, a London, Ont. grocer, figures that his counter is a most important fixture, in view of the fact that he is able to stock so many different kinds of goods underneath it. This he points out obviates the necessity of going to the rear of the store or to the ware-house every time an order has to be put up.

"There are some 22 drawers in this counter", he stated, "and as these contain articles which are called for frequently, we are saved a great deal of time in putting up orders. Prior to installing it, it was necessary to keep some of them in barrels and boxes underneath the counter and to the rear of the store and there was always a waste of time in serving customers. The front of the counter being of glass, of course, sells some goods which might not otherwise be disposed of but the chief value of the fixture lies in the fact that there are so many compartments at the rear."

Meat Slicer Gets Good Trade

Another feature of equipment in the Harley store which is considered of great value is the meat slicer. This stands on a prominent display stand in front of the entrance and as there is usually an attractive boiled ham on it ready for being sliced, it secures a great deal of trade. "It is certainly of great assistance in selling bacon and ham" he said, "and in fact we could not very well get along without it. If we did not have it we certainly would not sell so much ham and bacon. Especially during the summer time it comes in very handy. We usually sell then two or three dozen hams a week during the warm weather on account of the women folks not caring to do much cooking. In the winter we sell three or four".

Mr. Harley is a great believer in displaying his goods. Anything that is placed on the counter is sold or anywhere else where customers can see it. For instance, quite recently he made a display of cream and pimento cheese, and it was surprising the number of customers who picked up a package and asked the price. The majority bought.

Another line such as asparagus in tins and such fancy lines and semi-luxuries are very easily sold whenever the staff in the Harley store get behind them.

"The counter, to my mind," said Mr. Harley, "is the best selling medium we have got. We sell as I said, a great deal of that cheese simply because it is shown on the counter and is done up so nicely. It is where every customer has to see it when purchasing over the counter. It shows that the grocer can sell the goods he gets behind and pushes no matter whether they are well known to the consumer or not. The grocer can certainly sell what he likes.

Controls Customers' Purchasers

"We specialize for instance on a certain brand of sugar and we have sold this almost exclusively for years. Customers seldom buy sugar by any brand, but usually ask us for 25c worth, 50c worth, or $1 worth as the case may be. Our customers readily accept our suggestions in practically everything they purchase. Our store has been here for some 30 years and naturally we know our trade pretty well and they know us. When we advise a customer to purchase such and such an article, because it is of equal quality to the other, but on which the manufacturer gives us a better margin, we have no difficulty whatever in making the sale. Naturally we aim to sell as much of such goods as possible.

The credit applicants in this store are certainly watched. Every effort is made to see that they are good pay, or else credit is not extended to them. To assist the store in their book-keeping methods an account register has been installed, which, because it keeps accounts all up to date, relieves the staff of a great deal of work at the end of the month or from week to week.



A "PAY-UP-PROMPTLY" HINT

R. E. Hughes, general merchant, Holbrook, Ont., sent out the following letter to his customers in January to encourage them to pay their accounts more promptly:

Dear Customer:—

In the belief that you appreciate our services as your store keeper, as shown by your business with us during the past year and also believing that we have your best wishes for the future, we take the liberty of making a few explanations and propositions:

Things have come to a crisis in our business. Although we have had a large increase on sales, our accounts have grown likewise so much so that at the present time we are actually up against it for the necessary cash to meet our bills as they come due. This condition has been coming on for the last eight or nine months, but we have by using the cash which came in and by paying big interest at the bank, and getting out and collecting where we could, managed to partly pay our accounts.

But as the war is making a big difference in financial conditions, especially with the wholesale houses, they in turn are more and more holding us down to a strictly 30 days' limit.

As it is now, we are not able to pay some of our accounts in the 30 days' limit and so have to pay heavy interest on the overtime.

Then again we have to pay practically cash for our sugar, butter and flour and spot cash for our potatoes, coal oil and gasoline. Six articles on which the margin of profit is very small, so much so that often the interest on these for only a few weeks leaves us without a profit at all.

You can hardly realize the worry and anxiety that goes with doing business this way.

As a way out, our wholesale houses and banker have advised us to start a strictly cash business. But we feel that to do this would shut many out of the convenience of ordering by telephone or otherwise, then again there are times during the month when ready cash is not available.

To overcome this we have decided to put our business on a strictly cash 30 days' basis having all credit accounts come due and payable on or before the 20th of each month.

We might add just here that several of our customers at the present time are paying us spot cash, while others always make it a point to pay every 30 days and we appreciate it very much.

Others who have been used to longer credits and with whom I have broached the above proposition are very cheerfully falling into line.

We are also kindly asking all who have accounts with us at the present time if they can make arrangements to pay their accounts or, or before March 1st.

We hope you will take this kindly. Just remember this does not cast any reflection on your credit, which we know to be the very best.

We hope that these new arrangements will not inconvenience you in any way and trust that we may enjoy just as large, if not a larger share of your business in the future, for we promise that we will make it worth your while to pay cash.

Yours very truly,

R. E. HUGHES.

A Splendid Food Show

Retail Grocers' Association of London Held Their First Annual Exhibit Last Week—Those Who Exhibited.

LONDON, Ont., May 4.—(Special).—The first annual Pure Food Show held under the direction of the London Retail Grocers' Association last week proved very successful, in spite of some disappointing weather. The show was held at the Princess Winter Gardens, and was a big undertaking for the retailers, who, by having a splendid organization, were able to present the affair systematically and successfully. Not only did the retailers have the use of the hall for the event, but they took over the entire Winter Garden, running everything themselves. It meant a great deal of hard work on the part of the executives and the various committees in charge, but the London grocers have long been accustomed to hard work, and to bring to a successful conclusion everything they undertake.

The officers of the association who undertook the work are the following: President, Norman McLeod; first vice-president, P. H. Ranahan; second vice-president, J. J. Haskett; treasurer, Thomas Shaw; secretary, R. H. Harley. The members of the executive are: Messrs. Alf. Cave, Gordon Drake, A. J. McFarlane, Thomas McCormick, R. J. Woods, and J. W. Eedy.

There was a regular programme for each day of the show. Of course, there was an orchestra, so that the visitors were well treated to a splendid musical entertainment each day. The Mayor of London opened the exhibit, and on one afternoon the children of the city schools were admitted free. Dancing took place at night in the centre of the big hall, which was most artistically decorated for the occasion, and which many visitors claim was the most attractive hall in which they had ever seen a Food Show.

The big feature was the exhibits of the various manufacturers. These were arranged around the hall with ropes separating the isle from the centre of the floor where the dancing took place. The manufacturers who had exhibits included the following: John B. Paine Co., Toronto; Gunn's, Toronto; Nugget Polish Co., Toronto; McCormick Manufacturing Co., London; H. O. Ammonia Co., Toronto; T. A. Lytle & Co., Toronto; MacLaren Imperial Cheese Co., Toronto; Channel Chemical Co., Toronto; Wm. T. Donohue, London; W. Ward & Co., London; Harris Abattoir, Toronto; Christie, Brown Co., Toronto; Keenleyside Oil Co., London; Eureka Refrigerator Co., Toronto; Dr. Jackson's Roman Meal Co., Toronto; Brantford Scale Co., Brantford, Ont.; O Pee Chee Guon Co., London; Dunn-Hortop Co. (Borden Condensed Milk Co.), Montreal and Toronto; Imperial Extract Co., Toronto; D. S. Perrin Co., London; Brighton's O.K. Bakery, London; Silverwoods, London; Aylmer Condensed Milk Co., Hamilton; Red Rose Tea Co., Toronto; Battle Creek Toasted Corn Flake Co., London; Ford Motor Co., Ford, Ont.; Neal London Bread Co., London; Lake of the Woods Milling Co., Montreal.

ALLIES PURCHASING AGENTS

The Trade and Commerce Department, Ottawa, has published the following list of purchasing agents for military purposes for the allied Governments:

International Purchasing Commission, India House, Kingsway, London, Eng.

French.—Hudson Bay Co., 56 McGill Street, Montreal; Captain Lafoulloux, Hotel Brevort, New York; Direction de l'Intendence Ministere de la Guerre, Bordeaux, France; M. De la Chaume, 28 Broadway, Westminster, London.

Russian.—Col. N. Golejewski, Military Attaché, Room 904 Flat Iron Building, New York City.

ANOTHER CO-OPERATIVE STORE FAILURE

HALIFAX, May 3—(Special).—The co-operative societies in this province are gradually disappearing and it looks as if the era of those trade organizations in Nova Scotia is comparatively near an end. The Union Association, Limited, of Stellarton, is now in process of liquidation by F. G. McDonald, of that town, who is advertising for tenders for the association's stock of general merchandise. The time was when these co-operative societies were important and numerous, particularly in the mining centres of Cape Breton. The number of them has been so reduced that now there are not more than two or at most three. The desire for individuality among our people, and the latent antipathy to what may be considered too much community of interest, is probably one reason for the failure in the main of the co-operative society movement, but the chief difficulty has been the impossibility of securing good management.

It is hard enough for a private company to obtain management sufficiently efficient and expert to bring success, but when it comes to a concern with such diverse interests as a co-operative society, the difficulty is still greater.



James F. Spawls, office manager and accountant for Mason & Hickey, Winnipeg has enlisted in the Two Hundred and Third Battalion.

Young Grocer Wounded

Pte. Fred Poulter, 569 King street east, is reported to have been wounded, but returned to duty on April 13th. He is eighteen years of age, a native of Toronto, and a member of the 58th Battalion. Prior to the outbreak of hostilities he was employed at Arnold's grocery store, Queen street east. He had served for some time in the Governor-General's Body Guard. He was a member of the Toronto Boys' Dominion Club. The last letter from him was dated March 22nd. In this he said he was well and happy. He was confident the war would soon be over.

NIBBLING TO REDUCE BAD DEBTS

(Continued from page 17.)

his statement where he thinks it would have more weight. Some are on the habit of using a letter in cases which are more difficult to move. Often after these means are exhausted the personal appeal has been found to be effective. It is not well to follow this brazenly or in an offensive way. The proper time and in a well selected spot the thumbscrews should be applied. If it is possible to get the customer to the seclusion of the office it is a good place. At any rate he should not be approached when others are within hearing distance. If these methods fail there is the recourse to a case at law. Due warning should be given that such is the purpose of the dealer if he finds that all other methods avail nothing. But he should make it known in unmistakable terms that he intends to proceed to the limit of his right to get his money.

A slight rise in the cost of living is indicated in the March figures of the Labor Department, Ottawa. The index of wholesale prices advanced from 173.7 to 176.4. In March, 1915, it was 145.4. Retail prices declined slightly. An ordinary budget of staples in March cost $8.36, as against $8.40 in February and $7.88 in March a year ago.



THROUGH OTHER SPECTACLES



SEPARATING FISH FROM FRIDAY

(From the Canadian Fisherman.)

One of the greatest and most important tasks of the Canadian Fisheries Association falls on the shoulders of the Publicity Committee. This committee have set themselves the task of separating the consumption of fish from merely religious motives, and educating the public to appreciate fish as a tasteful, healthy and economical every-day diet.

Friday is the big fish day in most parts of Canada, and nearly all the business of the wholesale houses is done during the latter part of the week. The retailers are busy on Thursday and Friday—the rest of the week is a slack time with merely desultory sales enlivened now and again by a special fast day.

The association's national fish day was held on a Tuesday, and proved a phenomenal success. Why not make Tuesday a special fish day every week in the year? Of course, we in the fishing industry want to see a general consumption of fish every day, but the education of the public to the more general use of a fish diet is a slow business. We must crawl before we walk.

Tuesday as a weekly fish day has much to recommend it. It is the slack end of the week, and far enough from Friday not to interfere with it. Supplies can be brought in over Sunday and delivered to the retail trade on Monday, and the advertising of fish specials by the retailers can be done in the Monday evening papers.

Advertising is necessary to bring the whole thing about. The public are used to seeing fish advertised on Friday they know that fresh stocks and greater varieties are on sale that day. Make Tuesday a special trade fish day along the same lines. Advertise special fish bargains and varieties; placard the retailers' windows with posters advertising the fact that special stocks have been imported for Tuesday's trade, and let every dealer, wholesale and retail, throughout the Dominion, inform their customers that on Tuesday of each week a large and varied stock of fish will be on sale.

Every man engaged in the fishing industry of the country will readily understand the great benefit that will accrue to the trade if this idea can be firmly established. It can be, and the Canadian Fisheries Association intend to formulate plans for the carrying out of the suggestion at an early date. In the meantime, we would be glad to receive expressions of opinion from our readers on the subject.

SUGAR AND THE EMPIRE

(From Montreal Star.)

American and Cuban sugar interests are attracted by a meeting to be held in London to make arrangements for increasing the sugar production of the British Empire. Delegates to the convention are now en route from all sugar-producing countries among the British possessions.

Previous to the war, Great Britain depended largely for its sugar supply upon the beet crop of Europe. Since the war it has been a large purchaser of Cuban sugar. Now it is planning to get along without sugar from either of these sources.

It is planned to foster and extend the sugar industry of the Empire, and to aid it by bounties and preferential tariffs. It is estimated that the production of the Empire can be increased from about 800,000 tons to about 4,500,000 tons. Of course, if such a plan can be successfully carried out, it will revolutionize the sugar business of the entire world.

The countries which Great Britain expects to turn to for its sugar supplies are Barbadoes, British Guiana, Jamaica, Trinidad, the Windward and Leeward Islands, Maruitius, Fiji, British East Africa, Queensland and Natal.

It will take years to make such a plan a success, however, and in the meantime gold is showering down on the sugar planters of Cuba, Hawaii and Porto Rico, and the yield of the Philippines is being rapidly increased, according to information furnished by Renskorf, Lyon & Co., New York.

SITUATION IN EGGS

(From Lindsay Post.)

In connection with the article on the egg situation, published in Friday's issue, and which was reproduced from the Canadian Grocer, a reporter had an interview to-day with the buyer for a local house, and the following was elicited. He stated that there never was a season that they approached with a greater degree of uncertainty as the present. As prevailing ocean freight rates and adverse exchange, English quotations to-day would mean a 16c buying price here. Ocean freight rates at present are 63 cents per cubic foot, against a normal rate of 8c per cubic foot. This would mean approximately 5c per dozen against normal rate of 2-3 cents per dozen. Again, English importers advise that the double line of railway now in operation to Archangel will permit Russia to ship their supplies to them this spring and summer, which they were precluded from doing last year, owing to the limited accommodation on the one line. Again, we are advised that we may expect large shipments of eggs from the Northwest, thus reversing the situation, as we had been sending large shipments of eggs to the western provinces. Then the uncertainty of the duration of the war. If this should terminate suddenly no one can foresee just what price may prevail. In fact, the whole situation is one of great uncertainty.

CANNED SALMON ADVANCES IN PRICE

(From Pacific Fisherman.)

On April 10 several of the leading Puget Sound brokers advanced the price of Reds from $1.55 to $1.60 per dozen; Pinks to 85 cents, and Chums to 75 cents per dozen. No quotations were made on Sockeyes and Medium Reds, as there are no spot stocks of these grades. While the advance in the price of Reds is new, that in Pinks had already been anticipated by several of the holders of this grade, who have been holding out for this price for some little time. Reds are very firm at present, as are also Chums, with a good demand for both. Pinks are not yet in much demand at the new price, but it is probable that they will firm up when the trade is assured that the price is going to stick, and from the present statistical position of spot stocks in this grade it would not surprise anybody to see it go up to 90 cents before the season opens.

FOOD VALUES OF CHEESE

(From Family Herald and Weekly Star.)

Just a year ago Prof. H. H. Dean, of the Ontario Agricultural College, in an address before the dairymen of Ontario, strongly urged a greater home consumption of cheese. He contended that by so doing not only would the cost of living be reduced, but an additional market would be provided for our dairy products. He argued as follows:

"The food value of a pound of cheese is estimated to be equal to that of two pounds of average meat. Estimating the present meat consumption at 25 lbs. per capita (a low estimate), Canadians are consuming about 200,000,000 lbs. meat annually, at a cost of about $40,000,000. By a proper understanding of food values, we might save about $16,000,000 annually on this one item alone by substituting a part of the present meat ration for cheese. This would figure somewhat as follows: A cheese consumption of ten pounds per head would be about 80,000,000 lbs. This would take the place of about 160,000,000 lbs. meat, and still leave 40,000,000 lbs. meat for those who prefer corpse to cheese. The eighty million pounds of meat saved would cost about sixteen million dollars. The saving, by using cheese instead of so much meat would be sixteen million dollars annually. If a person were to go to the Finance Minister of Canada and tell him how to save sixteen million dollars annually for the people, such a person would be looked upon as a wizard or a fanatic and would probably get a 'soft job' with the Government—or be committed to a lunatic asylum—yet the figures show these astonishing results."

Prof. Dean's conclusions are certainly astonishing, but they would have been even more so if he had calculated on the actual meat consumption per capita, for, instead of twenty-five pounds statistics show it to be 175 pounds, while the consumption of cheese is estimated to be only three pounds.

Theoretically the substitution of cheese for meat works all right, yet doubtless there were many heard the address or read a report of it who doubted its practicability. It seemed too good to be true. On a study of the British imports during the past two years, however, we see that it works practically as well as theoretically. During the year previous to the war 2,400,100,000 pounds of meat were imported, while during the first twelve months of the war only 2,332,000,000 pounds were imported, a decrease of 68,100,000 lbs. R. H. Rew, assistant-secretary to the Board of Agriculture, says: "The large demands on imported supplies of meat for the British and French armies occasioned a distinct shortage for the civil population, but this was relieved by a reduced demand." Now, there must have been some substitute for these 215 million pounds of meat, and, on looking further we find that the imports of cheese during the same period increased by thirty-eight million pounds, or about sixteen per cent. Thus it is quite evident that cheese has been taking the place of some of the meat.

The question then naturally comes up, why does not the Canadian consumer use more cheese? It is owing to the lack of knowledge regarding its economic value and how to prepare it in appetizing forms, such as meats are prepared. Prof. Harcourt in Bulletin 221 states: "Cheese is one of our most concentrated foods. More than one-fourth of its weight is protein, about one-third fats, and one-third water. It is not only valuable for the amount of protein, or muscle-forming material, and fat it contains, but, also because of the ease with which it can be kept and prepared for the table and for the variety of ways in which it may be served.



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec and Maritime Provinces

P. Lacelle of Buckingham, Que., is succeeded by F. W. Warwick.

J. J. Mallette of Montreal, groceries and liquors, passed away recently.

G. & E. Couture of Levis, Que., groceries and liquors have suffered loss by fire.

Smith and Richter, grocers, etc., of St. John, N.B., are succeeded by C. Richter.

M. Chaput, grocer has moved from 344 Du Fresne St. Montreal to 281 Poupart St.

Captain Thos. D. Hodge, managing director of Geo. Hodge & Son, Montreal, has returned from England.

Dionne & Co., 2021 Notre Dame West, Montreal, have recently completed extensive improvements of their store in the way of enlarged floor space and new equipment and front.

The firm of John Duncan & Co., have incorporated and will be known in the future as John Duncan & Co., Ltd., with J. D. Hutchings as president and managing director and L. F. Pye as vice-president. Directors are: H. J. Newby, E. N. Marceau and E. J. Cowan.

The Montreal and Southern Counties Railway officially celebrated the opening of their line to Granby, Quebec on April 30, by the running of the first electric train on that date. It was loaded with officials and friends of the road. Nelson Mitchell, grocer and President of the Board of Trade, addressed the gathering at the luncheon that was held later in the day.

Announcement has been made of an arrangement between the British admiralty and the government of Newfoundland whereby the necessary number of vessels will be supplied to care for the colony's trade. For many months there has been a serious shortage of shipping available, owing to the large number of steamers taken over by the admiralty for transport purposes or diverted to other routes for reasons due to the war. Under the new arrangement, steamers owned by the paper making companies of Newfoundland will take paper and pulp to England and on their return will bring cargoes of salt for the fisheries and of coal. The local sealing fleet, which has just completed its season, will carry coal and general freight between Newfoundland ports and Halifax and Sydney, N.S. Several steamers from the Great Lakes, which are being taken to Montreal, with freight foodstuffs and other cargoes to Newfoundland during the summer and will return with iron ore for Canadian smelters.

Ontario

Frank Iron, grocer of Toronto, Ont., has sold to H. T. Spotswood.

Taylor Bros., grocers of Wallaceburg, Ont., have sold to C. A. McCreay.

National Supply Co., of Kenora, Ont., grocers, are succeeded by J. H. Snider.

J. and D. Larkin, grocers, Clarence Street, London, Ont., have retired from business.

The Hooton Chocolate Company of Toronto, Ont. has been damaged by fire. They were covered by insurance.

Henry Laidlaw, grocer and butcher, Walkerville, Ont., has sold his business to P. Blonde, formerly of Chatham, Ont.,

David Garson Scott, for over forty years with George Robertson & Sons, wholesale grocers, Kingston, Ont., passed away recently.

The grocers of Leamington, Ont., have decided to close every Friday afternoon, during May, June, July, August and September.

W. C. Omand, wholesale grain dealer, Royal Bank Building, Toronto, is in the Old Country on a trip. He will be there till about the end of May.

H. Fountaine, a London, Ont., grocer who sold his business recently to Summers Bros., is moving to the country where he owns a small farm.

The Grocers of Windsor, Walkerville, Sandwich, Ford, and Essex, have notices in their windows that their stores will be closed every Thursday afternoon during the months of May, June July, August and September.

Ed. Noel, grocer, Burwell Street, London, Ont., is moving to the corner of Dundas and Maitland Streets. John Goodge, now retired carried on a successful grocery business in the latter stand for a great many years.

The bakers of Berlin, Waterloo, Hespeler, St. Jacob's and Elmira have raised the price of bread to 7 cents, and have asked the Provincial Secretary to enforce the Bread Sales Act, to prevent the manufacture of light-weight bread.

Frank M. Royden, commercial traveler, died at his home in London on Thursday. Mr. Royden was taken suddenly ill while on a business trip. He was employed by the Mooney Biscuit and Candy Company of Stratford and Montreal and had traveled for 28 years.

The Dominion Sugar Co., has been granted a Dominion charter to "carry on trade throughout Canada in sugar and generally to carry on a wholesale and retail business as exporters, importers and manufacturers of and dealers in goods, wares and merchandise", etc. The head office is in Wallaceburg, Ont., and capital stock $5,000,000.

The Ford Motor Co., Ford, Ont., have made two grocers richer, by buying their places of business right opposite their factory. J. F. Foster received in the neighborhood of twelve thousand dollars for his frame store, and Wm. Rockett received about fifteen thousand dollars for a small frame store. Both places are on Sandwich St. East, opposite the Ford factory. J. F. Foster is now holding a position in the Town Hall at Ford, Ont.

Western Canada

Wm. McConnell, flour and feed, of Piapot, Sask., has discontinued.

A daylight saving bylaw has been passed in Brandon, Man., and comes into force the fourth Sunday in April.

Moose Jaw is going to have a "Stampede" in July on somewhat similar lines to that Calgary held some time ago. The Stock Growers, who originated the plan, have already pledged $5,000 for the preliminary expenses of the Stampede, and will provide more if needed. As Calgary's famous Stampede was financed on $20,000, the promoters think that no difficulty will be experienced in securing more than enough money from the business men, the civic bodies, and the retail merchants of the city to provide "the greatest of all exhibitions of the fast disappearing frontier."

ENTER THE DOG FISH

The U.S. Bureau of Fisheries states that dogfish have been put on the New York market and brought good prices as a food fish. In large lots the price was five cents per pound, and in small lots to 150 pounds, these fish have sold for $8.75 a barrel. The bureau also states that vessels in the tile fisheries in New York landed in March 131,100 pounds of that fish and it has found a ready market.

Price Comparison Table for the Last Quarter Century--Toronto Basis

The figures in the above table cover a period of a quarter of a century and show at a glance the trend of the wholesale markets during that time. The prices given are from the files of CANADIAN GROCER and were those prevailing on the Toronto markets in April of each year indicated.

This shows how the consumer has, year by year steadily paid more for farm products. Many imported lines remained where they were until the war came along and boosted prices because of the acute freight situation. Currants, for instance, are unprecedently high. So is cream of tartar.

As has been previously pointed out, on staple articles such as butter, eggs, cheese, etc., where competition is keen and for which the producer has gradually been getting more, retailers can secure only a certain advance over first cost, no matter how high in price they become. This means that percentages of profits decline as prices go up.

Sugar is higher to-day than for a quarter of a century. Canned vegetables are firming up, because of export demand. Rice is at the highest point for 25 years. So are Valencias.

	1916	1915	1914	1913	1912	1911	1910	1909	1908	1904	1900	1894	1889
Sugar, extra, gran., bags	$7.81	$6.71	$4.21	$4.60	$5.45	$4.60	$5.20	$4.80	4.90	$4.23	$4.58	$4.55	$8.15
Butter, creamery, prints, fresh	.35	.33	.31½	.34½	.37	.28	.31	.25	.31	.21½	.22½	.24	.25½
Eggs, newlaid	.23	.22	.22	.22	.25	.19	.20	.19	.18	.23	.14	.10½	.12
Cheese, large, old	.19	.19	.16¼	.15	.17	.14½	.12¾	.14¼	.14¼	.11	.13¼	.12	.11
Hogs, live, f.o.b.	11.50	7.45	8.95	9.30	7.50	6.40	9.50	7.00	5.40	*6.30	6.25	*5.75	*6.64
Hams, light	.21	.18	.19	.18½	.16¼	.15½	.18	.14¼	.14¼	.13	.12	.11	.11½
Bacon, breakfast	.25	.20	.20	.20	.16½	.16¾	.18¾	.15¼	.14¾	.12¾	.12	.11¾	.09
Ham, boiled	.30	.23	.26½	.26½	.23	.20½							
Lard, pure, tierces, per lb.	.15¼	.11½	.13¾	.14¼	.12¾	.11½	.16½	.13¼	.11½	.08¼	.07¾	.09	.10½
Lard, comp., ditto.	.13¼	.09	.10¼	.09¼	.09½	.10¾	.13	.09¾	.08¾	.08	..	.08	..
Rolled Oats, small lots, 90 lbs., in jute	2.65	3.45	2.31	2.15	2.50	2.05	2.20	2.60	3.25	2.40	1.95	2.00	2.25
Potatoes, 90 lb. bags	1.90	.70	1.05	1.05	1.80	1.10	.55	.80	1.05	1.05	.45	.46	.33
Oranges, Cal. navels	3.50	2.75	3.00	4.50	3.25	3.00	2.75	3.00	3.10	3.00	3.75	2.75	4.00
Lemons, Messina	3.00	3.25	3.15	4.00	3.00	3.00	2.50	3.00	2.75	2.75	3.00	3.00	3.25
Beans, Can., prime, bushel	4.25	3.15	2.20	2.48	2.50	1.95	2.10	2.00	1.80	1.50	1.65	1.25	1.50
Peas, 2's group A. doz., ex. fine	.92½	.95	1.30	1.75	1.80	1.87½	1.35	1.42½	1.40	1.45	.90	.90	1.00
Can'd Sal. sockeye, lb. talls, doz.	2.52½	2.47	2.30	2.87½	2.50	2.06	1.90	..	1.95	1.70	1.40	1.25	1.75
Raspber's., 2's, red. H.S., doz.	2.10	1.97½	1.95	2.15	2.40	1.79	1.64	1.95	2.30	1.50	1.65	1.80	2.20
Cream of tartar, pure, lb.	.50	.30	.33	.28½	.27	.28	.23½	.23½	.24½	.27½	.27	.28	.31
Rice, Rang'n, bags, cwt.	4.28	3.48	3.41	3.82½	3.55	3.00	2.95	2.95	3.00	3.25	3.50	3.75	3.87
Manitoba flour, first patent	6.50	8.10	5.50	5.40	5.60	5.40	5.70	5.75	5.80	5.15	3.80	3.45	..
Winter wheat flour, fancy patent	4.30	7.20	4.95	4.80	4.70	4.90	5.30	5.30	5.40	5.05	3.65	3.10	5.75
Raisins, Valencias, lb., new	.09½	.09½	.07	.09¼	.08¼	.08¼	.06¼	.06	.06¾	.07	.07	.05¾	.06½
Currants, fine filiat.	.13½	.07½	.06¼	.07	.07¾	.07¾	.06½	.07	.07	.05	.05¼	.04½	.05½
Total	$57.08½	53.66	46.33½	50.92¾	48.55	42.93	45.30¼	42.04¾	43.60¾	40.70	37.73¾	35.25½	41.91½

*Figures are for dressed hogs.
Prices of live hogs f.o.b. not quoted.

Molasses Again Advances: Sugar Firm

Corn Syrup Also Higher; Increased Cost of Raw Materials Responsible—Tense Sugar Situation: Other Advances Predicted—Teas Higher in London—Many Et Ceteras Are Higher.

Office of Publication, Toronto, May 4, 1916.

TRADE and public alike have been accustomed for some time to hear of an advancing market in molasses. This has been an advancing market for the past three or four months and for a whole year it has been very firm. A further increase took place this week and fancy Barbadoes are now offered about two cents higher to the trade. All other prices are in proportion. Little is coming forward, only odd cars are being received in Montreal. Spot stocks are light and there is hardly any molasses for immediate delivery on hand. It is hoped that cargoes will arrive later on during this month, but there is no assurance of that, and even if it does materialize, it will only be a drop in the bucket of demand. For the size of the trade done in it there has been no foodstuff which has suffered more greatly from the existing freight conditions than molasses. In the West Indies they are tied up for boats; even old sailing vessels can scarcely be got. Room which has been reserved for some months is often cancelled at the last minute and exporters are at their wits' end to know what to do. This has been the chief reason why molasses is high. As a secondary reason, molasses is being used for munitions purposes and there has been, therefore, a greater demand on that account.

Probably the feature of the market this week is the startling advance in hogs and all pork products. Hogs are exceptionally high and show no sign of easing up. There has been a big export demand and domestic account is unable to procure all it needs. Hog products are being exported to a great extent and the supply is not over-large, considering exports, although for home purposes alone it would be ample. All bacons, dry salt meats, cooked meat, pure lard and hams are higher; in some cases as much as 2c to the retailer. This is a condition which will affect the consumer, inasmuch as Lent has only just lapsed by two weeks and the trade in cooked meats has materially improved, as it always does after the Lenten season. There appears to be no reason why the market should sag at all and from coast to coast hog products are reported very firm.

Further advances are predicted in sugar. The highest point yet touched was reached by raws in New York this week and increases in refined are freely prophesied.

Corn syrups all advanced this week.

Quebec Markets

Montreal, May 4.—The opening of navigation is now well established for local river trade and lower provinces. No advances have been made on river rates, but ocean rates continue to restrict general trading. Business continues to be satisfactory and collections steady. Prevailing high prices have not curtailed buying to marked degree, but have changed the order of it so that sales occur of small lots only, and tend to restrict freedom of buying except in special cases such as canned good, of which buying lately has been in large lots.

Sugar, pork products of all kinds, fresh fish and rolled oats are firmer and pepper has declined slightly. Fresh and green beans are higher and tea continues to firm up. Peels have advanced 3c and evaporated apples have declined. Molasses are up 2c and carraway seeds have advanced. Wrapping paper is up ¼c and common lye is out of market because present cost of caustic prohibits manufacture. Walter Baker's sweet chocolate is up 1c a lb. in sympathy with price of sugar and general firmness in other brands is apparent. Finnan Haddies are up 10c a doz. chiefly because of advances in packing materials which have added to firmness of many other lines. Clay pipes have advanced 20c a box.

SUGAR.—Level of prices remains un-

Markets in Brief

QUEBEC MARKETS.

FRUIT AND VEGETABLES—
Beans and lettuce higher.
Celery firm and parsely down.
Fruit unchanged.

PRODUCE AND PROVISIONS—
Lard and compounds firmer.
Butter lower and weaker.
Eggs being stored.
Cheese firmer.

FISH AND OYSTERS—
Fresh fish scarce and high.
River fish easy.

FLOUR AND CEREALS—
Flour firming with wheat.
Rolled oats stronger.

GENERAL MARKETS—
Molasses and peels higher.
Sugar firm.

ONTARIO MARKETS.

FLOUR AND CEREALS—
Flour sales light.
Cornmeal is strong.
Shorts up a dollar.
Mixed feed selling.

FISH AND OYSTERS—
Good sale of cured lines.
More haddock coming.
Cod and halibut down.
B.C. salmon in.

FRUIT AND VEGETABLES—
N. Carolina strawberries in.
Florida new potatoes here.
Domestic potatoes down.
Rhubarb sells well.
Head lettuce high.

PRODUCE AND PROVISIONS—
All hog products up.
Butter still lower.
Eggs shade firmer.
Cheese up a cent.

GENERAL GROCERIES—
Teas up in London.
Corn syrups higher.
Sugar may advance more.
Rice and tapioca up.

MANITOBA MARKETS.

FLOUR AND CEREALS—
Wheat market inactive.
Flour demand very poor.
All cereals are quiet.
Good demand for bran.

FISH AND POULTRY—
Haddies scarce and high.
Frozen salmon off market.
Plenty of fresh salmon.
Scarcity of fresh halibut.
Poultry receipts small.

FRUIT AND VEGETABLES—
Cherries arrive; $4 case.
B.C. potatoes off quality.
Cauliflowers are scarce.
Celery also hard to get.
Spinach drops to $1.50 case.

PRODUCE AND PROVISIONS—
Heavier run of hogs.
Price on live hogs drops.
Eggs slightly cheaper.
New butter expected.

GENERAL GROCERIES—
Advance in mustard.
Lower prunes and peels.
Evaporated apples down.
New condensed milk prices.
Jelly powders advancing.
Canned goods move better.
Decline in roasted Rios.

changed at $7.85 per 100 lbs. but following the raise of last week at least one refiner advanced another 15c and are now holding at $8.05. New York refiners are holding at from $7.40 to $7.50 and Cubans are now changing hands at from 5 7-16 to 5½c. Market is firm and it is pointed out that while there is less than 1c difference between New York and Canadian prices for refined firmness will continue. Refiners here are holding on to stock and discouraging speculative buying and providing for legitimate wants of customers only. Wholesalers report that prices are restricting free buying on part of retailers. Reports from Cuba are to effect that growing crops have been injured and question of available supplies coming forward maintains strength of market in relation to future possibilities.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	7 85
20 lb. bags	7 95
2 and 5-lb. bags	8 15
Extra Ground Sugars&	
Barrels	8 20
50 lb. boxes	8 40
25 lb. boxes	8 60
Yellow Sugars—	
No. 1, 100 lb. bags	7 45
Dark yellow, 100 lb. bags	7 25
Bright yellow, bbls. only, cwt.	7 70
Powdered Sugars—	
Barrels	8 00
60 lb. boxes	8 20
25 lb. boxes	8 40
Paris Lumps—	
100 lb. boxes	8 45
50 lb. boxes	8 55
25 lb. boxes	8 75
Crystal Diamonds—	
Barrels	8 45
100 lb. boxes	8 55
50 lb. boxes	8 65
25 lb. boxes	8 85
Cartons	9 15
Half cartons	9 75
Crystal Dominoes, cartons	9 25

MOLASSES AND SYRUP.—A further 2c advance has occurred all around and Fancy Barbados molasses are offered at 59c and choice at 51c; other prices in proportion. Very little is coming forward, odd cars only being received and none for immediate delivery is on hand. Cargoes are expected later in month but there is no assurance and present arrivals go into immediate consumption.

Corn syrup maintains strong position as result of molasses situation and is unchanged in price. There has been good demand for both maple syrup and sugar and reports indicate large quantities held in country districts. Season lasted longer than usual owing to changeable weather. Sugar in blocks, bright quality is offered at from 14 to 15c a lb. and dark from 10c to 12c and tubs 9 to 10c; in 8½ lb. tins at from 80 to 85e and in 13¼ tins at from $1.40 to $1.50 each.

	Prices for Fancy.	Choice.
Barbadoes Molasses—	Island of	Montreal.
Puncheons	0 59	0 51
Barrels	0 62	0 54
Half barrels	0 64	0 56

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04½
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 5¼c; ½ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80

DRIED FRUITS.—General strength has developed in market following excited condition in California. Normal volume of trade is passing as dealers are well provided for but firmness is well maintained. Following advance to importers to 22e for citrons, peels have advanced 3c to trade and are now offered at from 24c to 25c. Imported lemon and orange peels have declined 2c. Raisins and peaches are stronger and the latter are being firmed up by the activity of the California association which gives stability to market as previously done in case of raisins. Muscatels, 3 crown, loose, have advanced ½c and are now 9c and all raisins

SUGAR ADVANCED 20 CENTS

Late Wednesday afternoon after our market reports were in type sugar advanced 20 cents a hundred. Twenty cents should therefore be added to our quotations in this issue.

are now from ¼c to ¾c higher. Changes are occurring or pending on primary market for future delivery on all kinds of fruits. Evaporated apples have declined 1½c but change has not reached retail trade yet. Dates are ¼c higher and figs are selling better.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	....	0 09½
Apples, choice winter, 50-lb. boxes	....	0 09
Apricots	0 14	0 15
Nectarines, choice	....	0 11½
Peaches, choice	....	0 08
Pears, choice	....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	0 24	0 25
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	....	0 11½
Filiatras, packages, new	....	0 12½
Dates—		
Dromedary, package stock, old, pkg.	....	0 09
Faris, choicest	....	0 12½
Hallowee, loose, new	....	0 07½
Hallowee, 1-lb. pkgs.	0 07½	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11	0 12
40 to 50, in 25-lb. boxes, faced	....	0 10¾
50 to 60, in 25-lb. boxes, faced	....	0 10
60 to 70, in 25-lb. boxes, faced	....	0 09½
70 to 80, in 25-lb. boxes, faced	....	0 09
80 to 90, in 25-lb. boxes, faced	....	0 08½
90 to 100, in 25-lb. boxes, faced	0 08	0 08
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels, loose, 3-crown, lb.	....	0 09
Muscatels, 4-crown, lb.	....	0 09½
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 10½	0 11
Choice seeded, 16 o. pkgs.	0 10¼	0 10½
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

SPICES.—Market remains unchanged, in price quiet and steady, less firm although no direct weakness is apparent. New York reports decline in peppers and other lines normal, except carraway seed, which has advanced 3 to 4c. Grinders seek to maintain firmness of market because of fact that prevailing local prices are less than import prices especially on pepper, satisfactory volume of business continues to pass.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 09	—0 23
Cassia	—0 29	—0 85	—0 35
Cayenne pepper	—0 28	—....	—0 35
Cloves	0 30—0 32	—0 90	—0 39
Cream tartar—55 to 57c.			
Ginger, Cochin	—0 22	—....	—0 29
Ginger, Jamaica	—0 25	0 90—1 00	—0 31
Mace	—2 80	—....	—1 00
Nutmegs	0 45—0 45	—0 45	—0 80
Peppers, black	—0 28	0 85—0 90	—0 26
Peppers, white	—0 35	1 15—1 20	—0 37
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 16—0 18	—....	—....
Turmeric	0 21—0 23	—....	—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway		
Canadian	....	0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	....	12-15

RICE AND TAPIOCA.—Rice is unchanged and in good demand with strength developed by existing conditions being steadily maintained. Supplies are plentiful and strengthened by availibility of Pacific coast stocks which makes trade less dependent upon congested shipping conditions which rule in case of tapioca. Latter is unchanged in price and other ruling factors, very scarce and firmly held. No spot stocks can be had for less than 11e a lb.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	4 30
"C.C."	4 10
India bright	4 45
Lustre	4 50
Fancy Rices—	
Mandarin, Patna	4 60
Pearl	5 10
Imperial Glace	5 80
Sparkle	6 40
Crystal	5 70
Snow	5 30
Ice drips	5 40

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

	Per lb.	
Imported Patna—		
Bags, 224 lbs.	....	0 06
Half bags, 112 lbs.	....	0 06¼
Quarter bags	....	0 06¼
Velvet head Carolina	0 08	0 09
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 11	0 12
Seed, lb.	0 10½	0 11

DRIED VEGETABLES.—Prices remain unchanged in all lines. Beans are in very good demand in spite of high prices prevailing. Other lines are very quiet but are firmly held at prevailing prices.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 30	4 45
Canadian, hand-picked	4 90	5 10
Canadian, 5-lb. pickers	....	4 10
Yellow eyes, per bushel	....	4 20
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 00	3 25
Peas, split, bag, 98 lbs.	....	6 00
Barley, pot, per bag	....	3 00
Barley, pearl, lb.	0 04½	0 05

TEA.—Ruling factors remain unchanged with great firmness occurring, as stocks are further diminished and prices feeling effect of advancing primary prices. They are gradually being forced upward. Large stocks purchased last fall are largely used up and a more definite firmness is given to prices. Volume of sales reported is small and retailers and wholesalers alike tend to hold up buying but without detracting from strength of market. Importers of

Japans report quiet trade and are waiting on cables of prices of new crops.

COFFEE.—Market remains quiet, unchanged and firm with gradual and almost imperceptible advances reported from outside primary points as result of accentuation of congested freight situation and other ruling war factors. A steady demand that is based on actual wants only is feature of situation.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 17	0 19
Java, lb.	0 31	0 33
Maracaibo, lb.	0 22	0 23
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 17	0 20
Santos, lb.	0 21	0 23
Chicory, lb.	0 12	0 14

CANNED GOODS.—Canned goods of all description have changed hands very freely lately, as result of recent price stimulation and feeling in trade here is that higher prices will rule shortly, so that all lines maintain exceptional strength. Wholesalers report being booked up on heavy orders for future delivery, chiefly in tomatoes which have shown greatest activity.

Fish lines show sympathetic firmness. Salmon is firm and finnan haddies have advanced 10c and are selling at from $1.25 to $1.30 per doz. largely owing to advance in cost of packing materials. Others are unchanged.

Ontario Markets

Toronto, May 4.—Those grocers, wholesale and retail, who think that the freight question only affects imports, and that adversely, should look at the other side. Sometimes the fact that there is no room on ocean-going steamers works out to the advantage of the trade. An instance of this is found right now in evaporated apples. A lack of boats means that a great many apples have not been exported this year. To use them up, they have been dried and sold as evaporated fruit, the price of which is consequently lower than in years when such transportation conditions do not exist. Of course, one community loses in a case like this. Exporters are handicapped. Still, the freight tie-up has this other side, and it is worth while remarking.

Amongst other effects of the opening of navigation is that on cheese prices. A number of vessels have been tied up at Montreal for the winter. Now that they are free, there is room on them for consignments of cheese, and this condition has boosted domestic demand. Consequently cheese is a cent higher this week.

Trade will note the advance in corn syrups. This occurred on Tuesday. Higher cost of raw materials is assigned as reason.

Trade in wholesale and retail circles may fairly be described as prosperous. Collections are better than for some time in the city, while the country continues to be in good shape. There is a marked difference in the size of orders coming from grocers now and a year ago. Retailers are placing fair-sized orders, and pacing them often. People have more money to spend this year, and the grocery trade is getting its share.

SUGAR.—A strong situation exists. The market's firmness will probably turn into advances shortly. The more refined goes up, the more abundant reasons seem to follow why it should do so. Raws touched the highest point in years in New York on Tuesday night. The market advanced ⅛c, even on an order for 100,000 bags. Refined situation there is very strong. Here—if possible—it is stronger than that. Refiners are oversold, and our basis for refined, it is argued, is a full 49c below parity of raws. We can best sum up the situation by repeating our opinion of last week: "There is just as much reason for further advances to-day as there ever was."

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	7 91
20 lb. bags	8 01
10 lb. bags	8 06
2 and 5-lb. cartons	7 81
Nova Scotia refined, 100-lb. bags	7 81
New Brunswick refined, 100-lb. bags	7 91
Extra Ground Sugars—	
Barrels	7 91
50 lb. boxes	8 31
25 lb. boxes	8 61
Powdered Sugars—	
Barrels	8 11
25 lb. boxes	8 51
Crystal Diamonds—	
Barrels	9 46
100 lb. boxes	8 56
50 lb. boxes	8 66
Cartons (20 to case)	9 51
Cartons (50 to case)	10 61
Crystal Dominoes, carton	9 86
Paris Lumps—	
100 lb. boxes	8 56
50 lb. boxes	8 76
25 lb. boxes	8 76
Yellow Sugars—	
No. 1	7 21

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

SYRUPS AND MOLASSES.—All corn syrups are advanced, and barrels per lb. are worth 4c now. The advance is the result, it is announced, of increased cost of raw materials. Corn has been steadily advancing, and that syrups should be put up surprises no one.

Molasses continues firm, though trading in this market is slight. No change has occurred in the freight situation, which continues to be very serious for exporters in West Indies and importers in Canada.

Corn Syrups—		
Barrels, per lb., 4c; ½ bbls., 4¼c; ¼ bbls.		0 04½
Pails, 38½ lbs., $1.95; 25 lbs.		1 50
Cases, 2 lb. tins, 2 doz. in case		2 75
Cases, 5 lb. tins, 1 doz. in case		3 15
Cases, 10 lb. tins, ½ doz. in case		3 05
Cases, 20 lb. tins, ¼ doz. in case		3 00
Cane Syrups—		
Barrels, lb., 4¾c; ½ bbls.		0 05½
Cases, 2 lb. tins, 2 doz. in case		4 80
Molasses—		
Fancy, gallon	0 60	0 65
West India, bbls.	0 34	0 37

TEA.—There was a full halfpenny advance at Monday's London auction in the price of Indians. Common Pekoes are selling at one shilling. The proper summing up of the market, perhaps, is in the terse comment of a tea man here: "Stronger than ever." There is certainly no sign of any easiness: rather the other way. The market appears steadily to have crept up again to its high position of last year. One difference, however, is that Ceylons are of better quality now—of fine quality, indeed.

Freight difficulties continue to be the mainspring of strength. On teas coming to Canada from London, room on ocean-going vessels is frequetly cancelled at the last moment. The situation grows worse rather than better. So many boats, too, go round the Cape instead of the old and shorter route, and that all adds to cost.

Locally, supply and demand show nothing very new.

DRIED FRUITS.—Evaporated apples are down a cent, and we quote 9½ cents. This drop is more or less due to heavy supplies. This in its turn is result of lack of ocean going boats to carry apples overseas. The supplies have been put up in the form of evaporated apples and there are lots of them.

Opening prices made on raisins at the Coast have been responsible for a plethora of orders. These are not being filled as yet, however. Prices are considered somewhat high; valencias, however, are fairly plentiful. Spot stocks are good and demand is ordinarily heavy.

Prunes are selling well, demand being especially good for small sizes. At the coast futures are strengthening and advancing. Crop reports continue to place the crop at 110,000,000 pounds.

Peaches and apricots sell in small lots at old prices.

Current situation continues firm with no new feature. Primary market is very strong.

Apples, evaporated, per lb.	....	0 09½
Apricots—		
Std., 25's, faced	0 12	0 12½
Choice, 25's, faced	0 13½	0 14
Extra choice, 25's, faced	0 14½	0 15
Fancy, 25's, faced	0 15½	0 16
Candied Peels—		
Lemon	0 17	0 18
Orange	0 17	0 18
Citron	0 22½	0 23..½
Currants—		
Filiatras, per lb.	0 13½	0 14½
Amalas, choicest, per lb.	0 14½	0 15½
Patras, per lb.	0 14	0 15
Vostizzas, choice	0 14¾	0 15½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 07½	0 09
Hallowees	....	0 07
Prunes—		
30-40s, California, 25-lb. boxes	0 13	0 13½
40-50s, 25-lb. boxes	0 10¾	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09¼	0 09½
70-80s, 50-lb. boxes	0 08½	0 08¾
80-90s, 50-lb. boxes	0 08¾	0 08¼
90-100s, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 07¾	0 08
Stds., 50-lb. boxes	0 07	0 07¼
Choice, 25 lbs., faced	0 07¾	0 08
Extra choice, 25 lbs., faced	0 08	0 08¼
Fancy, 25 lbs., faced	0 08¾	0 09¼
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	....	0 10
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets	....	0 10
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

SPICES. — Market is featureless. Trade is fairly well stocked on most lines, and an average demand only is the order of the day. White and black peppers are easier, on arrival of bigger supplies.

Spices—	Compound, per lb.	Pure, per lb.
Allspice, ground	—0 20	0 17—0 19
Allspice, whole	——	—0 15
Arrowroot	——	0 15—0 20
Bay leaves	——	—0 20
Bicarb. soda	——	—0 23½
Caraway seeds	——	—0 25
Cassia, whole	——	0 26—0 32
Cassia. ground	0 16—0 18	0 26—0 34
Cayenne	——	0 30—0 35
Cayenne, Jap. chillies	——	—0 40
Celery seed	——	0 45—0 50
Celery salt	——	0 30—0 35
Celery pepper	——	0 30—0 35
Cinnamon, Batavia	——	0 30—0 40
Cloves, whole	——	0 40—0 45
Cloves, ground	0 18—0 22	0 35—0 45
Coriander seed	——	0 12—0 13
Cream of tartar	0 25—0 30	0 48—0 52
Curry powder	——	0 30—0 35
Ginger, Cochin	0 15—0 17	0 22—0 25
Ginger, Jamaica, ground	0 18—0 21	0 25—0 30
Ginger, Jamaica, whole	——	0 28—0 30
inger, African, ground	——	0 14—0 18
Mace	——	0 85—1 00
Mustard, pure	——	0 28—0 30
Mustard seed	——	0 20—0 25
Nutmegs, brown, 64s, 55c; 80s, 45c; 100s	——	0 35—0 40
Nutmegs, ground, bulk, 30-35c; 1 lb. tins	——	0 37—0 42
Pastry spice	——	0 25—0 30
Paprika	——	0 35—0 40
Peppers, black, ground	0 14—0 18	0 25—0 30
Peppers, black, whole	——	0 24—0 29
Peppers, white, ground	0 19—0 24	0 35—0 40
Peppers, white, whole	——	0 30—0 35
Pickling spice	——	0 18—0 23
Sage	——	0 45—0 50
Saltpetre (chili)	——	—0 10
Thyme	——	—0 26
Turmeric	——	0 20—0 22

NUTS.—There is nothing new to report. Locally, there is only a small demand and trade has settled down to a jog—trot. In New York good demand for shelled almonds and walnuts is reported, with both lines remaining very firm.

In Shell—	Per lb.	
Almonds, Tarragona	0 15¾	0 16¼
Brazils, medium, new	0 16	0 18
Brazils, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, bags 110 lbs.	0 14	0 14¼
Peanuts, Jumbos, roasted	0 13½	0 14½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14¾	0 15½
Walnuts, Bordeaux	0 11	0 12
Wa..lnuts, Marbots	0 12½	0 13½
Shelled—		
Almonds	0 45	0 46
Filberts	——	0 35
Peanuts	0 11	0 11½
Pecans	0 60	0 65
Walnuts, new, halves	0 38	0 40
Broken	0 31	0 32

BEANS.—Market is firming up again and advancing. We quote $4.40 to $4.50, which is a shorter range. Few beans sell under $4.40 now. Choice quality stuff is very scarce. Peas continue firm and high. Lack of supplies of both is chiefly due to fact that all stocks have drained out and farmers are holding over attention to beans till they get through with ploughing and seeding.

Beans, choice primes, bush	4 40	4 50
Beans, hand-picked, bushel	——	4 75
Peas, blue, bushel	3 50	3 60
Split, lb.	0 05	0 05¾

RICE AND TAPIOCA.—Rice is very firm and continues to advance, we quote Rangoon "B" at $4.50, with other grades up in proportion.

Both pearl and seed tapioca are higher. Spot stocks are light and demand is heavy.

Rice—		
Rangoon "B," per cwt.	——	4 50
Rangoon "CC," per cwt.	——	4 40
Rangoon, fancy, per cwt.	4 38	6 58
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 11	0 12
Seed, per lb.	0 11	0 12

MONTREAL AND TORONTO PRICES.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon, Sockeye—		
1 lb. talls, cases, 4 doz., per doz.	——	2 52½
1 lb. flats, cases 4 doz., per doz.	——	2 72½
½ flats, cases 8 doz., per doz.	——	1 57½
Five cases or more, 2½c doz. less than above.		
Chums, 1-lb. talls	——	0 30
Pinks, 1-lb. talls	——	1 20
Cohoes, 1-lb. talls	——	1 45
Red Springs, 1-lb. talls	——	2 00
Humpback, ½-lb. tins	——	0 50
Canned Vegetables—		
Tomatoes, 3's	1 15	1 20
Peas, standards	0 95	0 97½
Early June peas	1 00	1 02½
Corn, 2's, doz.	0 97½	1 00

Fruits—	Group A
3's Apples, Standard	1 05
3's Apples, Preserved	1 20
Gals. Apples, Standard	3 50
Gals. Apples, Preserved	4 25
Gals. Blueberries (Huckleberries), Standard	6 50
2's Cherries, Red (pitted), light syrup	1 50
2's Cherries Black, pitted, heavy syrup	1 90
2's Cherries, Black, not pitted, heavy syrup	1 55
2's Cherries, Red, pitted, heavy syrup	1 90
2's Cherries, Red, not pitted, heavy syrup	1 55
Gals. Cherries, Red, pitted	8 50
Gals. Cherries, Red, not pitted	8 00
2's Blueberries (Huckleberries), Standard	1 55
2's Blueberries, (Huckleberries), Preserved	1 90
2's Cherries, White, pitted, heavy syrup	1 90
2's Cherries, White, not pitted, heavy syrup	1 55
2's Currants, Black, heavy syrup	1 50
2's Currants, Black, Preserved	1 30
Gals. Currants, Black, Standard	5 25
Gals. Currants, Black, solid pack	6 25
2's Currants, Red, heavy syrup	1 50
2's Currants, Red, Preserved	1 30
Gals. Currants, Red, Standard	5 25
Gals. Currants, Red, solid pack	8 25
2's Gooseberries, heavy syrup	1 50
2's Gooseberries, Preserved	1 80
Gals. Gooseberries, Standard	7 25
Gals. Gooseberries, solid pack	8 50
2's Grapes, White, Niagara, Preserved	1 50
Gals. Grapes, White, Niagara, Standard	3 50
2's Lawtonberries (Blackberries), heavy syrup	2 00
2's Lawtonberries (Blackberries), light syrup	1 50
2's Lawtonberries, Preserved	2 25
Gals. Lawtonberries, Standard	7 00
2's Peaches, heavy syrup	1 50
2½'s Peaches, White, heavy syrup	1 90
3's Peaches, White, heavy syrup	2 40
1's Peaches, Yellow, heavy syrup, talls	1 25
1½'s Peaches, Yellow, flats, heavy syrup	....
2's Peaches, Yellow, heavy syrup	1 50
2½'s Peaches, Yellow, heavy syrup	1 90
3's Peaches, Yellow, heavy syrup	2 20
3's Peaches, Yellow, whole, heavy syrup	....
3's Peaches, Pie, not peeled	1 20
3's Peaches, Pie, peeled	1 75
Gals. Peaches, Pie, not peeled	3 25
Gals. Peaches, Pie, peeled	5 .00
Gals. Pie Fruits, assorted (add 5%)	....
2's Pears, Bartlett, heavy syrup	1 75
2½'s Pears, Bartlett, heavy syrup	2 10
3's Pears, Bartlett, heavy syrup	2 25
2's Pears, Flemish Beauty, heavy syrup	1 75
2½'s Pears, Flemish Beauty, heavy syrup	2 10
3's Pears, Flemish Beauty, heavy syrup	2 25
2's Pears, Keiffers, heavy syrup	1 40
2½'s Pears, Keiffers, heavy syrup	1 75
3's Pears, Keiffers, heavy syrup	1 85
2's Pears, light syrup, Globe	1 20
3's Pears,, light syrup, Globe	1 50
3's Pears, Pie, not peeled	1 20
3's Pears, Pie, peeled	1 50
Gals. Pears, Pie, peeled	4 00
Gals., Pears, Pie, not peeled	3 00
2's Pineapple, Sliced, heavy syrup	2 10
2's Pineapple, Shredded, heavy syrup	1 60
3's Pineapple, Whole, heavy syrup	2 10
3's Pineapple, Whole, heavy syrup	2 50
2's Pineapple, Sliced, Hygeian Brand	....
2's Plums, Damson, light syrup	1 00
3's Plums, Damson, light syrup	1 50
2's Plums, Damson, heavy syrup	1 15
3's Plums, Damson, heavy syrup	1 55
Gals. Plums, Damson, Standard	3 00
2's Plums, Egg, heavy syrup	1 10
2½'s Plums, Egg, heavy syrup	1 40
3's Plums, Egg, heavy syrup	1 50
2's Plums, Green Gage, light syrup	1 00
2's Plums, Green Gage, heavy syrup	1 15
3's Plums, Green Gage, light syrup	1 40
3's Plums, Green Gage, heavy syrup	1 60
Gals. Plums, Green Gage, Standard	3 50
2's Plums, Lombard, light syrup	1 00
2½'s Plums, Lombard, light syrup	1 30
3's Plums, Lombard, light syrup	1 50
2's Plums, Lombard, heavy syrup	1 10
2½'s Plums, Lombard, heavy syrup	1 30
3's Plums, Lombard, heavy syrup	1 60
Gals. Plums, Lombard, Standard	3 25
2's Raspberries, Black, heavy syrup	2 10
2's Raspberries, Black, light syrup	1 50
2's Raspberries, Black, Preserved	2 25
Gals. Raspberries, Black, Preserved	2 25
Gals. Raspberries, Black, Standard	7 25
Gals. Raspberries, Black, solid pack	9 50
2's Raspberries, Red, heavy syrup	2 10
2's Raspberries, Red, light syrup	1 50
2's Raspberries, Red, Preserved	2 40
Gals. Raspberries, Red, Standard	7 40
Gals. Raspberries, Red, solid pack	9 25
2's Rhubarb, Preserved	1 65
3's Rhubarb, Preserved	2 50
Gals. Rhubarb, Standard	3 50
2's Strawberries, heavy syrup	2 25
2's Strawberries, Preserved	2 40
Gals. Strawberries, Standard	7 75
Gals. Strawberries, solid pack	9 75

Manitoba Markets

Winnipeg, May 4.—For jobbers, the past week was one of quietest known for many months. Hardly a single market underwent a change of any importance. During past two or three months there has been hardly a week but an advance took place in sugar. The floods, which are the worst Manitoba has known for many years, had the effect of tying things up, and no doubt curtailed business in the country.

There is talk of lower quotations on prunes, these probably being stocks bought when market touched low level three or four weeks ago. Local quotations on evaporated apples are also considerably lower. New quotations have gone into effect on Borden Milk—cases of 48 Eagle, $7; Reindeer, $6.75; Purity and Gold Seal, $6.05. Quotations on St. Charles and Peerless are: Hotel, $4.65; family, $4.35. An advance is announced in price of bulk vinegar. New quotations on rice are as follows: Siam, 4¼c; Japan No. 2, 3¾c. Quotations on peels are lower this week. Twine has advanced to 28c for 3-ply, and 30c for 4-ply.

A number of Western manufacturers have announced advances in a number of their products. With gelatine practically double what it was when war broke out, and sugar at a high level, quotations on jelly powders are much higher. One firm has advanced quotations $1.25 per gross. Essences have all advanced. Cream of tartar is up another 2c. Cheaper grades of mustard are 1c higher, while better grades have advanced 4-5c. While the coffee market is not weak by any means, Western firms have cut their price on roasted Rios to 18-20c, owing to keen competition from the East.

It is hard to say what is going to happen to eggs. Much depends upon the weather and the roads. Latest reports last week-end were to effect that the floods were subsiding, which will permit farmers to come to market. It may he that heavy receipts will hring market down this week. In the hog market, prices are coming down, but there must be a bigger drop in live hogs to affect quotations on meats. Bran is moving freely, but all other lines under heading of flour and cereals are quiet, almost dead.

SUGAR.—Last week-end raw markets were firm again, indicating that there might be a further advance in refined; in fact, another advance is daily expected. An Eastern refiner advanced quotations 20c last week, bringing their basis

up to $8.65, but circumstances in this case were exceptional, other quotations remaining at $8.45. There is a steady movement in sugar, but sales are not nearly as heavy as when prices were low. The trade appear to be pretty well stocked.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	8 45
Extra ground or icing, boxes	9 30
Extra ground or icing, bbls.	9 00
Powdered, boxes	9 10
Powdered, bbls.	8 90
Hard lump (109-lb. case)	9 40
Montreal yellow, bags	8 05
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 40
Halves, 90 lbs., per cwt.	8 50
Bales, 20 lbs., per cwt.	8 50
Powdered, 50s	9 05
Powdered, 5s	9 30
loing, barrels	9 05
Icing, 50s	9 25
Cut loaf, barrels	9 35
Cut loaf, 50s	9 55
Cut loaf, 25s	9 60
Sugar, British Columbia—	
Extra standard granulated	8 45
Bar suar, bbls.	8 90
Bar sugar, boxes 50s	9 10
Icing sugar, bbls.	9 00
Icing sugar, boxes 50s	9 30
H. P. lumps, 100-lb. cases	9 40
H. P. lumps, 25-lb. boxes	9 65
Yellow, in bags	8 05

SYRUP.—There have been no further advances, and the situation remains about the same, the demand being good.

Corn Syrup—	
2s, per case 2 doz.	2 98
5s, per case 1 doz.	3 38
10s, per case, ½ doz.	2 96
20s, per case ½ doz.	2 97
½ barrels, by the lb.	4 14
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	4 05
5-lb. tins, 1 doz. to case, per case	4 75
10-lb. tins, ½ doz. to case, per case	4 45
20-lb. tins, 3 tins to case, per case	4 35

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes, ½ bbls., per gal	0 65
New Orleans	0 28

Tins, 2a, $3.50; 2½s, $3.10; 5s, $3.05; 10s, $2.75.

DRIED FRUITS.—The market for California fruits is slightly firmer, if anything, and this applies to almost all lines. Jobbers have bought a little heavier this week, but they are still holding back. It is understood that stocks are rather low. There is some talk of lower quotations for spot prunes, which is surprising in view of fact that market in California is stronger. Probably the lower prices being quoted are those of jobbers who bought when market touched a low level a few weeks ago. It is rather surprising, too, to find that local jobbers are cutting their prices on candied peels, which are now quoted as follows: Orange 18½c, lemon 18c, citron 21¾c. It looks as though peel stocks in Winnipeg are much bigger than they were two weeks ago, and jobbers can afford to drop their prices. There has been a drop in local prices on evaporated apples, which are now offered at: Choice 50's 10¼c, and choice 25's 10¾c. Revised prices on California raisins are: Choice seeded, 16 oz., 9½c; choice seeded 12 oz., 7½c; muscatels 25's are now 8½c; 50's, 8¼c.

Dried Fruits—		
Evaporated apples, choice, 50's	....	0 10¼
Evaporated apples, choice, 25's	....	0 10¾
Pears, choice, 25's	....	0 12¾
Apricots, choice, 26's	....	0 13
Apricots, choice, 10's	....	0 14
Peaches—		
Choice, 25-lb. boxes	....	0 07
Choice, 10-lb. boxes	....	0 07¾
Currants—		
Filiatras, per lb.	....	0 10¼
Filiatras, fresh cleaned	....	0 11¼
1 lb. package Amalias	....	0 12
2 lb. package	....	0 24
Dates—		
Hallowee, loose, per lb.	....	0 06
Hallowee, 12-oz. pkgs.	....	0 08¼
Fard dates, 12-lb. boxes	....	1 25
Raisins, California—		
16 oz. fancy, seeded	....	0 10¼
16 oz. choice, seeded	....	0 09½
12 oz. fancy, seeded	....	0 08¼
12 oz. choice, seeded	....	0 07½
Raisins, Muscatels—		
3 crown, loose, 25's	....	0 08½
3 crown, loose, 50's	....	0 08¼
Raisins, Sultanas—		
California, 50's, fancy bleached	....	0 16¾
California, 25'a, fancy bleached	....	0 17
16-oz. pkgs.	....	0 17½
Raisins, Cal. Valencias—		
25-lb. boxes	....	0 09
50-lb. boxes	....	0 09¼
Prunes—		
90 to 100, 25s	....	0 07¾
80 to 90, 25s	....	0 08
70 to 80, 25s	....	0 08¼
60 to 70, 25s	....	0 08¾
50 to 60, 25s	....	0 09¼
40 to 50, 26s	....	0 10
Peels—		
Orange, lb,	....	0 18½
Lemon, lb.	....	0 18
Citron, lb.	....	0 21¾

DRIED VEGETABLES.—The situation as regards beans and peas remains the same as for the past two or three weeks. Pearl barley in sacks of 98 lbs. is now quoted at $4.35.

Beans—		
Choice, white, 3-lb. pickers, per bush.	....	4 50
Fancy, hand-picked, busbel	....	4 65
California Lima Beans—		
80-lb. sacks	....	0 07¼
Barley—		
Pot, per sack, 98 lbs.	....	3 20
Pearl, per aack, 98 lbs.	....	4 35
Peas—		
Split peas, stck, 98 lbs.	6 15	6 25
Whole peas, bushel	....	2 90
Whole peas, 1 lb. pkgs., case	....	3 30

RICE.—The primary market for rice remains same. There is little buying being done by wholesalers. Most of them have contracted ahead. Tapioca and sago are still firm. Local quotations on rice have undergone a slight change, Siam being quoted at 4¼c and Japan No. 2, 4¾c.

Rice and Tapioca—		
No. 1 Japan, per lb., 100-lb. bags	....	0 05½
No. 2 Japan, per lb., 100-lb. bags	....	0 04¾
Siam, per lb., 100-lb. bags	....	0 04¼
Patna, per lb., 100-lb. bag	....	0 06½
Carolina, per lb., 100-lb. sacks	....	0 06⅝
Sago, pearl, aacks, per lb.	....	0 07
Tapioca, pearl	....	0 08

SPICES.—Peppers are still strong, and local supplies are running low. The fact that there has been an advance in the price of cans and packages from 15-20 per cent. will no doubt have an effect on the price of spices. Cream of tartar is up 2c in the primary market, and local quotations are 56-58c.

Allspice, ground	0 11½	0 14½
Cassia, ground	....	0 22
Cream of tartar, 98% guaranteed	0 56	0 58
Cloves, whole	....	0 26
Cloves, ground	....	0 28
Ginger, Jamaica, ground	0 22½	0 23⅜
Nutmegs, ground	0 25	0 30
Pepper—		
Ground, black	....	0 24
Ground, white	....	0 32½
Whole, white	....	0 31½

COFFEE.—There has been a strengthening in the primary markets, amounting to ¼-½c per lb. In roasted Rios, strange to say, there has been a slight decline locally, barrels being offered now at 18-20c per lb. The decline was brought about by keen competition between Eastern and Western manufacturers.

Coffee—		
Green, choice, No. 7 Rio	....	0 14
Green, choice, No. 5 Rio	....	0 15½
Green Santos	....	0 18½
Roasted Rio, in bulk, bbls.	0 18	0 20
Roasted Santos	0 23	0 25
Whole, black	....	0 23
Maracaibo	....	0 21¾
Chicory, lb., by bbl.	....	0 09½
Chicory, lb., 14-lb. tins	....	0 12¾

CANNED GOODS.—A little more movement was noticed in canned goods last week, and it looks as though the trade are realizing that prices are bound to go up. The demand for canned vegetables was exceptionally good, but all lines move well, as they will no doubt all advance.

ALBERTA MARKETS (CALGARY)

by Wire

Calgary, May 3.—Quite a number of advances have taken place this week. Sal soda is up thirty cents a hundred. Corn syrup is up fifteen cents a case. Starches are a quarter cent higher. Imported pickles in pints up fifteen cents dozen. Matches fifteen to twenty-five cents a case higher. Lunch tongue halves up thirty cents. Ones, fifty cents a dozen. New seasons maple sugar and syrup have arrived. California strawberries twenty baskets three fifty, Louisiana twenty-four baskets three seventy-five.

General—		
Beans, small white Japan, lb.	....	0 08
Flour, No. 1 patent, 98's	3 40	3 55
Molasses, extra fancy, gal.	....	0 75
Rolled oats, bail	....	2 85
Rolled oats, 80s	....	2 65
Rice, Siam, cwt.	4 50	4 75
Potatoes, local, per busb.	0 60	0 75
Sago and tapioca, lb.	....	0 08
Sugar, pure cane, granulated, cwt.	....	8 85
Shelled walnuts, finest halves, lb.	....	0 49
Shelled walnuts, broken, lb.	....	0 30
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 19	0 22
Butter, creamery, lb.	....	0 35
Butter, No 1, dairy, lb.	....	0 25
Lard, pure, 5s, per case	....	10 30
Bacon, smoked backs, per lb.	....	0 23
Bacon, smoked bellies, per lb.	....	0 24
Lard, pure, 3s, per case	....	10 35
Eggs, new laid	....	6 25
Canned Goods—		
Tomatoes, 3s, standard, case	....	3 00
Corn, 2s, standard, case	....	2 35
Peas, 2s, standard, case	....	2 45
Tomatoes, gals., case	....	2 25
Apples, gals., Ontario, case	....	1 75
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Salmon, finest sockeye, tails, 48xls, cs.	....	10 00
Salmon, pink, tails, 48xls, per case	....	4 50
Lobster, ½s, per doz.	....	3 00
Dried Fruits—		
Currants, lb.	....	0 13
Evaporated apples, 50s, per lb.	0 11	0 11½
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 13
Pears, choice, 25s, per lb.	....	0 14
Prunes, 90-100	....	0 07
Sultana raisins, Cal., extra fancy	....	0 15
Valencia raisins, Cal., lb.	....	0 10
Fruits and Vegetables—		
Apples, No. 1, box	2 00	2 25
Apples, cooking, box	1 75	2 00
Bananas, lb.	....	0 05
Grapefruit, Florida, case	4 75	5 00
Oranges, navels, case	3 75	4 25
Onions, B.C., ton	....	25 00
Lemons, case	4 50	5 00
Strawberries, 20 baskets, Cal.	....	3 50
Strawberries, Louisiana	....	3 75
Rhubarb, 40 lbs.	1 75	1 80

NEW BRUNSWICK MARKETS

By Wire

St. John, May 3.—With dull season in background grocery trade of New Brunswick is enjoying period of activity with general conditions most satisfactory. One of the leaders at present is seed trade which is transacted in practically only two months of the year. Current quotations are:—Timothy 11 to 13¼ cents. Alsike clover 21 to 23½, Red Clover 27 to 28½c, Mammoth 28 to 29½. Changes in this week's markets

are all upward. Sugar advanced ten cents all grades on 25th, making standard granulated $7.90 to $7.95; other grades accordingly. Ontario flour advanced ten cents to $7.05. American clear pork up to $30 to $31. Domestic Mess $30.50. Cheese up to twenty cents. Molasses again jumps; now 60 cents. Still no word of molasses cargoes leaving West Indies. Canned Beef twos up to $5.40 and ones $2.90. Pure lard advanced to 18 cents.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	2 90	3 ,6
Pork, American clear, per bbl.	30 00	31 00
Butter, dairy, per lb.	0 27	0 30
Butter, creamery, per lb.	0 32	0 34
Eggs, new laid, per doz.	0 20	0 21
Lard, pure, lb.	....	0 18
Lard, compound, per lb.	0 14	0 14¼
Cheese	0 19½	0 20½
Flour and Cereals—		
Cornmeal, gran.	....	6 35
Cornmeal, ordinary	....	1 85
Flour, Manitoba, per bbl.	....	7 35
Flour, Ontario	....	7 05
Flour, buckwheat, western, 98-lb. bag	....	3 50
Rolled oats, per bbl.	....	6 25
Fresh Fruits and Vegetables—		
Apples, bbl.	4 00	6 00
Lemons, Messina, box	3 50	4 00
Lemons, Cal., box	5 00	6 00
Oranges, Cal., case	4 00	4 50
Oranges, Florida, case	3 25	4 50
Potatoes, bbls.	....	3 50
Sugar—		
Standard granulated	7 90	7 95
United Empire	7 80	7 85
Bright yellow	7 70	7 75
No. 1 yellow	7 50	7 55
Paris lumps	....	8 85
Beans, white, per bush.	4 00	4 50
Canned pork and beans, per case	3 00	3 40
Molasses, Barbadoes, gal.	0 60	0 65
Cream of tartar, per lb., bulk	0 51	0 53
Currants	0 12½	0 13½
Rice, per cwt.	5 75	6 00

Do You Figure Your Profits Correctly?

Many Merchants Fail Because They Err in Figuring Profits—Figuring on Selling Price the Best Method.

DESPITE the great amount of educational work which has been accomplished during the past few years, credit-managers state that one of the chief difficulties which they encounter in the retail business to-day is the incorrect methods followed by some retailers in figuring profits.

If a merchant wishes to make a success of his business it is essential that he should follow a proper method in arriving at his selling price, in order that after allowing for all expenses, he shall have a fair margin of profit.

The gross profit or margin embraces the difference between the cost and selling price of an article. It has been defined as "the difference between the cost of an article and the selling price; constituting the sum from which incidental expenses, risks and profits are to be met.

It is scientifically correct to use either the cost or selling price as a base in figuring the percentage of profit, so long as it is stated and made clear on what base the percentage has been calculated.

The majority of successful business houses, both retail and wholesale, follow the rule of figuring the percentage of profit on the selling price. This method is advocated by practically all authorities as correct and in accord with sound business principles.

Although there may be a slight variance of opinion regarding this important subject, practically all agree in one particular, and that is that the retail issue is the showing of net profits in dollars and cents at the end of the business year. In order to make a satisfactory showing it is necessary that a proper method of figuring profits should be followed throughout the year. An incorrect understanding of the proper method of figuring the percentage of profit is a rock on which many business ships have been wrecked. And where many men make their mistake is in their refusing to see or acknowledge that any per cent. of a smaller sum is a smaller per cent. of a larger sum—that if a fixed sum is is a certain per cent. of a certain sum, it is a smaller per cent. of a larger sum; or, in other words, if 25 is 25 per cent. of 100, it is only 20 per cent. of 125.

An example might be quoted in the case of a retail merchant who bought certain articles at $1 each. His cost of doing business, so he said, was 25 per cent. (based on gross sales), and he wanted to make a profit of 10 per cent., so he marked the articles to sell at $1.35. His price should have been $1.54 to make a 10 per cent. profit.

This merchant's cost of doing business was 25 per cent. of his selling price, but in pricing his goods he made the frequent and fatal mistake of only allowing 25 per cent. of the invoice price for his cost of doing business. He used the invoice cost as a base in figuring his selling price, and although his cost of doing business (25 per cent.) was based on his gross sales, he only added 25 per cent. of his invoice price instead of 25 per cent. of his selling price. If using his invoice cost as a base, he should have added 54 per cent. to the cost price instead of 35 per cent.

But you say why should the profits be figured on the selling price instead of the cost price? There are many good reasons. The percentage of expense of conducting business is based on the selling price. If you talk per cent. of profit on cost and per cent. of profit on the selling price you are liable to get badly mixed. Mercantile and other taxes are nearly always based on a percentage of gross sales: sales totals are always given in books of record—very seldom are cost totals shown; allowances in percentages to customers are always from the selling price; no profit is made until a sale is effected; if profit is figured on the selling price, it indicates correctly the amount of gross or net profits when amount of sales is stated; the percentage of profits on sales is indicative of the character of result of year's business.

Some people have an impression that the method of figuring the percentage of profit on the selling price is for the purpose of fooling one's self into believing that one is making less money than is really the case, but this is not so. Every retailer should figure the percentage of profit on the selling price in order to arrive at the exact truth and to avoid misleading themselves into believing they are making money when they are really losing.

A Good Illustration

An authority on "profit-figuring" recently quoted an incident which is a good illustration of the greater safety of figuring on sales. The case was that of a

(Continued on page 31.)

50 *PER CENT. ON COST IS ONLY* 33 1-3 *PER CENT. ON SALES*

The majority of successful business firms, quite properly, figure their profits on the selling price, because expenses, taxes, sales totals, shrinkages, incidentals, etc., are figured on the gross sales or turnover. The selling price includes expenses cost of goods and profit. The chief point to bear in mind is that 50 *per cent. on cost is only* 33 1-3 *per cent. on sales;* 25 *per cent. on cost is only* 20 *per cent. on sales;* 100 *per cent. on cost is only* 50 *per cent. on sales. The merchant who thinks he is making* 50 *per cent. and is only making* 33 1-3 *per cent. stands a splendid chance of being ruined by the miscalculation.*

The Connection of Knowledge

Become a Salesman—Know Your Goods—Show the Service You Can Be to the Public if Given The Opportunity—The Force of the Appeal to the Eye—Utilize Your Windows to the Best Advantage

BY G. E. PEARSON

"DO you know why some preachers make converts and some skepticism?" asked my retail friend.

"No."

"Well, I'll tell you. Because the former are salesmen and the latter merely preachers. Of course they don't have order books because their goods are automatically delivered when the sale is made."

He deals in ideas of religious value, we deal in ideas of commercial value. The principle's the same. He talks love instead of retail methods and talks faith instead of cash. And the reason a good preacher is a good salesman is because he knows the goods he sells. And that is the lesson of the day: Know your goods as a good preacher knows his and you can't help but makes sales as he does.

When he goes out to rake in a little Faith he talks Love and Hope and Charity and doesn't allow himself to be sidetracked on to Hate, Despair or Misery, except just as side lines. He knows his products up and down and cross ways, and thinks them morning, noon and night without even a let up and that's just what a retailer must do.

And he believes in his goods as well: thinks they are the best of their kind in the world and that people simply must have them—as all grocers should know and believe.

As a Man Thinks, So He Is

As a man thinks, so he is. If you really get down to it and think retailing, your thoughts will color your words and deeds. You'll become a positive magnet that will attract business to you, you'll soak business up from people and books.

Enthusiasm will ooze out of you at every pore and come back, like a snow ball that has run down hill, many times magnified.

One Thing at a Time

And when the preacher is out selling his goods he is careful not to confuse his customers' minds with a great variety of goods: he says one thing at a time, and pounds away at it for all it is worth. He does not wander all over the map and make it difficult to know what he's driving at, instead of making up his mind just what it was that customer needed and was willing to pay for and hammering away on that? The one method creates indicision instead of giving impetus to decision. That's what I mean by saying a good preacher sells only one thing at a time.

Stand and Deliver!

He depends upon arresting the people's attention by some striking saying, something that will hold their minds while he drives his argument home. We can do the same thing to-day with such an example. Catch your customer's eye, or ear with something arresting and then pour the hot stuff into him. Become a merchant.

The eye is best, though. I wonder how many men stop to think why it is that a window display is such a sales getter. Why not the mere statement of the fact that one has such and such goods and this price or that?

Using Natural Laws

It's because the sense of sight is the most receptive and most easily impressed of all our senses. And this fact is played upon and cultivated by all industries. Consider the movies, or women's clothes, or spectacles of marching troops to aid recruiting. All eye work.

It's because only about one man in fifty is a university man; one in ten a high school graduate; and because the remainder have been eye-educated, soaked up what education they have more through their vision than by any high brow means. And that's why a window's good, Mr. Retailer.

An Arresting Window

I remember the application a friend of mine made of this idea. He had a dead stock of kitchen lines on hand that neither love nor money seemed able to move including a prominent featuring in the window. Well, he got busy, made a window that made people "sit up and take notice." There were big dish pans trimmed with rows of small granite cups and spoons and odds and ends, whole rows of them and smart little tin pails trimmed with egg beaters for aigrettes. A woman's hat looks a good deal like a drunken sailor anyhow nowadays; a man can make anything and call it a hat and it will go down.

The whole town talked of it as a seven-days' wonder. That dead stock walked off as though it had legs. There were more people in the store asking for kitchen ware than was ever known before.

The same idea is played up by the biggest industrial concerns of the country, who are spending hundreds of thousands annually for advertising space. They study their clientele and dope out stuff in proportion to the powers of absorption of the class they are trying to reach. Consider their ads. One-half to three-quarter of the valuable space that they pay for in big round iron men is given over to the illustration of some idea that is frequently only distantly related to the product at hand. The idea is to arrest and hold the attention with the part of the ad., so as to drive home the argument with the remainder. And that's what a retail dealer should do in his window. Have the proposition, the sales talk there, but don't depend upon it to draw the crowd. It's too practical. Have something else to do that: something strange, bizarre, unique and then slip in the argument that makes the sale.

So you see even the Bible and its preachers may be used to advantage by all live energetic merchants.

DO YOU FIGURE YOUR PROFITS CORRECTLY?

(Continued from page 30.)

general manager of a business who sold an article which cost 80c for $1, and, basing his percentage of profit on the cost, figured that he was making 25 per cent. At the end of a given period the sales totaled $40,000. The presumption was that a profit of $10,000 had been realized, while the books only showed a profit of $8,000, or 20 per cent. of sales.

Regarding the rules for figuring the costs of doing business, it must be remembered that a merchant may fool himself by failing to charge all of his expenses into his cost of doing business, but his expenses will come out of his gross profits just the same.

The average values for live stock in Canada last year were as follows: Horses $123, as against $126 in 1914; milch cows $61, as against $57; other cattle $44, as against $42; sheep $8, as against $7; swine $15, as against $12. Approximately the total value of farm animals in Canada at the end of December is estimated at $750,667,000, compared with $725,530,000 in 1914.



FRUIT AND VEGETABLES



Lots of New Vegetables Coming

Potatoes and Cukes From Florida—Strawberries From North Carolina—New Carrots Arriving—Sale of Valencia Oranges Increases as That of Navels Declines—Delawares and Ontario Potatoes Lower

MONTREAL

FRUIT.—Market is steady and unchanged without feature of interest to report with a firm feeling maintained and a steady trade unmarked by any great activity. First quality apples are inclined to be scarce except in case of Spies which are more plentiful and firm. California cherries are coming forward in small quantities at from $3 to $3.50 per crate. Oranges are firm but those coming forward are inclined to be wasty. A more active demand is apparent in strawberries which are selling at 10½c in small boxes and 22½c for large. The latter have only just appeared on market. Grapefruit is firm and unchanged in price.

Apples—		
Spys		7 00
Ben Davis, No. 1		4 00
Ben Davis, No. 2		3 50
Russets, No. 1		6 00
Russets, No. 2		5 00
Greenings		4 50
Baldwins	4 00	4 25
Bananas, bunches	2 00	2 25
Cranberries, Cape Cod, bbl.	12 00	12 50
Grapefruit, 46-54-64-80-96	3 00	3 50
Lemons—		
California		2 75
Verdellis		2 75
Messina, 360 size, box	2 50	3 00
Oranges—		
Navels	3 50	4 00
Jamaica, 196-200-216		2 50
Porto Rico, 126-150-250-288		2 50
		5 50
Pineapples, 18-24 and 30-36		
Strawberries, Florida, box	0 40	0 45
Strawberries, Louisana	0 10	0 13

VEGETABLES. — Market maintains general features ruling for some time past with a greater volume of trade passing as the arrival of new vegetables becomes more frequent. Tendency to lower prices on old roots and other lines affected by influx of vegetables from the South continues. New lines coming in are invariably high in keeping with the season. Owing to scarcity on New York market beans are scarce and very high here, both wax and green selling at $9 per basket. This is stated to be a transient condition in the case of greens at least. Celery shows more firmness than any line on market with regard to future possibilities although no advances have occurred. The first basket of cucumbers of the season are on the market at $5 each per basket of five and six dozen. All kinds of lettuce are higher and scarce and in good demand, particularly Boston lettuce. Red onions are lower on account of poor quality—old stocks are beginning to sprout and good quality stock is scarce on market. Both Bermuda and Montreal parsely is down as result of heavy receipts. Shalots of Canadian growth are very plentiful and lower in consequence. Tomatoes are very plentiful, but fancy grades are scarce and firmer. Radishes are very plentiful and cheaper. New potatoes are beginning to arrive at $10.50 per barrel with sufficient quantities in sight to indicate lower prices in very near future.

Artichokes, bag		1 50
Beets, bag		1 50
Beets, new, per doz. bchs.		1 25
Beans, wax, N.Y., per basket		9 00
Beans, green, N.Y., per basket		9 00
Cabbage, Montreal, per bbl.		1 50
Cabbage, red, doz.		0 40
Cabbage, new		2 75
Carrots, bag	0 50	0 75
Carrots, new, per doz. bchs.		0 75
Cauliflower, crate, single, doz. bchs.		3 50
Cauliflower, Canadian, doz.	1 00	1 50
Celery, Florida		2 50
Cucumbers, fancy, Boston, doz.	1 75	2 00
Cucumbers, per basket		5 00
Egg plant, N.Y., doz.		1 75
Endive Can., per lb.		0 25
Garlic		0 30
Horse radish, per lb.		0 15
Leeks, bunch	0 25	0 30
Head lettuce, Boston, box		3 75
Curly lettuce, box, 4 doz.		3 00
Mint, doz.		0 60
Mushrooms, 4-lb. basket	2 00	2 50
Oyster plant, doz.		0 60
Onions—		
Montreal, 100 lbs., bag		3 00
Spanish, crate		6 50
Silver, per 50 lb. crate		3 00
Red, per 100 lb. sack		3 50
Parsnips, bag		1 50
Parsley, Bermuda		0 75
Parsley, Montreal, per doz.		0 40
Potatoes—		
New, per bbl.		10 50
Montreal, Red, 80 lbs., bag		1 75
New Brunswick, 80 lbs., bag		2 00
Green Mt.		2 00
Sweet, hamper	1 75	2 00
Radishes, per doz.		0 40
Rhubarb, per doz.		1 25
Spinach, New York, bbl.		3 00
Shalots, Mtl., per doz. bchs.		0 60
Turnips, bag		1 00
Turnips, bag, Quebec		1 25
Tomatoes, hothouse, lb.	0 30	0 35
Tomatoes, Florida, 6 basket crate	3 25	3 50
Watercress, Boston, hothouse, doz.		0 75
Watercress, Canadian, doz.		0 40

TORONTO

FRUIT.—The first car of strawberries from North Carolina came in this week. They are of excellent quality and brought 20 to 22c a box, slightly lower than the Louisianas. A car of boxed apples of very fine quality was also in, selling at 2.75 the box. Cuban grapefruit dropped slightly as further supplies made their appearance. The same applies to Porto Rico pines, which are unusually good quality. Navels dropped as low as $2.25, though the best fetch up to $4.00. There is a less demand for navels apparent now. Valencies are getting the business generally speaking. Lemons are in ordinary demand with little feature.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	6 00
Apples, Spies, bbl.	4 00	7 00
Apples, Russets, bbl.	3 00	4 50
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 00	2 75
Bananas, per bunch	2 00	2 75
Dates, lb. box		0 08
Grapefruit—		
Cuban, case	2 75	3 50
Oranges—		
Navels	2 25	4 00
Mediterranean sweets	3 00	3 50
Late Valencias, case	3 25	3 75
Lemons, new, California, box	3 00	3 50
Lemons, new, Messina, box	3 00	3 50
Limes, per 100		1 50
Pineapples, Porto Rico	3 75	4 00
Strawberries, North Carolina	0 18	0 22

VEGETABLES.—Feature of market is the decline in potatoes. Delawares and Ontarios are 15 cents lower. The first car of Florida new potatoes came in this week, selling at $8 and $9 a barrel. They were eagerly snapped up. The first straight car of new carrots also arrived this week, and sold at $2 a hamper. Demand was not very heavy. Cucumbers appear to be a slow seller. Leamingtons are attractively priced at $1.75 and $2 a hamper. So are Floridas at $5. Florida celery continues in good demand, however. California asparagus is slightly firmer at $4.50 and $5 a dozen bunches. A car of very fancy Florida tomatoes arrived this week, and sold quickly for $3.25 to $3.75 six-basket crate. New cabbage is up 25 cents, on poor supplies. Firmness still continues in head lettuce, which is higher again this week.

Asparagus, doz.	4 25	5 00
Cabbage, new, case	3 25	3 35
Beets, Canadian, bag	0 60	0 65
Carrots, new hamper	1 90	2 10
Cauliflower, case	3 25	3 50
Celery, Florida, case	2 50	2 75
Cucumbers—		
Hothouse, doz.	1 75	2 00
Florida, hamper	4 50	5 00
Egg plant, doz.		1 50
Endive, doz.	1 00	1 10
Onions—		
Choice, Canadian	2 00	2 25
American, 100-lb. bag	2 50	2 75
Spanish, small case	1 75	2 00
Green, doz., bunches	0 10	0 20
Lettuce, leaf, doz.	0 25	0 35
Lettuce, leaf, hamper	3 75	4 00

(Continued on page 34)



PRODUCE AND PROVISIONS



Startling Strength in Hogs

All Meats and Pure Lard Higher—Butter Still Going Down — Opening of Navigation Spells Higher Cheese Prices—Storing of Eggs Firm the Market a Trifle — Little Maple Syrup to Be Had

MONTREAL

PROVISIONS.—Undertone to market is firm following strengthening reports from all outside points. Live hogs are reported as being very scarce on all principal markets, and firmness has resulted in all lines of pork products with advances in several. Lard is up ¼c, and is now 16¼ on tierce basis. Export demand maintains its firmness. Feeling is that this factor in market will tend to prevent lower prices. Demand for smoked and cured meats inclines to lightness without materially affecting firmness.

Hams—		
Small, per lb.		0 22
Medium, per lb.	0 20	0 21½
Large, per lb.		0 20
Backs—		
Plain, bone in		0 24
Boneless		0 29
Peameal		0 29
Bacon—		
Breakfast, per lb.		0 26
Roll		0 18
Shoulders, bone in		0 16
Shoulders, boneless		0 17
Cooked Meats—		
Hams, boiled, per lb.		0 32
Hams, roast, per lb.		0 35
Shoulders, boiled	0 26	0 27
Shoulders, roasted		0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.		0 15½
Long clear bacon, 80-100 lbs.		0 14½
Flanks, bone in, not smoked		0 15½
Barrelled Pork—		Per bbl.
Heavy short cut mess		30 00
Heavy short cut clear		27 50
Clear fat backs		33 00
Clear pork		33 00
Lard, Pure—		
Tierces, 350 lbs. net		0 15¼
Tubs, 50 lbs. net		0 15½
Tins, 50 lbs. net		0 15½
Pails, wood, 20 lbs. net		0 15¾
Pails, tin, 20 lbs. gross		0 15¼
Cases, 10 lb. tins, 60 in case		0 16
Cases, 3 and 5-lb. tins, 60 in case		0 17
Bricks, 1 lb. each		0 17½
Lard, Compound—		
Tierces, 375 lbs. net		0 14¼
Tubs, 50 lbs. net		0 14½
Tins, 50 lbs. net		0 14½
Pails, wood, 20 lbs., net		0 14¾
Pails, tin, 20 lbs. net		0 15
Cases, 10-lb. tins, 60 in case		0 15¾
Cases, 3 and 5-lb. tins, 60 in case		0 15½
Bricks, 1 lb. each		0 16½
Hogs—		
Dressed, abattoir killed		0 16½

BUTTER.—Easy feeling for past few weeks has culminated in sharp decline as result of increasingly heavy receipts for this time of year and weakness continues to rule feeling in market. Weakness is evident in country offerings and at Cowansville, St. Hyacinthe and Quebec co-operative sales. Finest creamery September make is now 28c, fresh made 30c, and others in proportion.

Butter—		
Finest creamery, September make		0 28
Finest creamery, fresh made		0 30
Dairy prints		0 27
Dairy, solids		0 26
Separator prints		0 27
Bakers		0 24

EGGS.—Arrivals continue to come forward in fairly good quantities. Although receipts are not as large as for corresponding period of last year. Local demand from grocers has almost finished so that packers are commencing to store new arrivals. General price in country is 21c to stores. Quality of offerings coming forward is good and prices remain unchanged with easy feeling ruling.

Eggs, case lots—		
New laid, stamped		0 25

CHEESE. — Market remains unchanged in price and ruling factor other than increased firmness resulting from stronger export advices of 3 shillings per cwt. advance on Canadian cheese which is now 107 shillwings for white and 108 for colored. Supplies are coming forward more freely and being absorbed largely into export trade.

Cheese—		
1915 make	0 19	0 20
Stilton		0 21

POULTRY.—Market steady, firm and unchanged, with no new developments of interest to note. Supplies coming forward are limited in quantity and supply on hand light in consequence, with active demand that spot stocks cannot care for. Stocks are being cleaned up in preparation for the opening of the new storage season.

Poultry—		
Frozen Stock—		
Turkeys	0 29	0 30
Fowl, large	0 20	0 21
Fowl, small	0 16	0 19
Ducks		0 26
Geese	0 17	0 18
Roasting chicken, milkfed, 4 lbs. or over	0 21	0 26
Roasting chicken, ordinary	0 18	0 22
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair		0 40
Squabs, Philadelphia, pair		0 70
Pigeons, pair	0 25	0 30
Live Stock—		
Fowl, 5 lbs. and over	0 22	0 23
Fowl, small	0 18	0 21
Turkeys	0 22	0 25
Ducks	0 30	0 32
Geese	0 16	0 18
Chicken	0 15	0 18

HONEY. — Market remains firm, steady, and unchanged in price, but firmer feeling is evident as result of increased demand. Stocks continue light and other features remain as usual.

Honey—	
Buckwheat, tins	0 09½
Strained clover, 60-lb. tins	0 12
Strained clover, in 10-lb. tins	0 12½
Strained clover, in 5-lb. tins	0 12½
Comb honey, white clover, per section.	0 16
Comb honey, buckwheat, per section..	0 13

TORONTO

PROVISIONS.—The firmness in hogs has been the sensation of the market this week. For some time, as this report has shown, hogs and products have been strong but this week has seen startling advances. Export demand, resulting in scarcity for domestic consumption, is the reason. Live hogs are up to $12.50, with dressed at $16.

All products are higher in sympathy. Hams, bacons, most dry salt meats and most cooked meats are up a full cent, and remain quite firm. As this is just after Lent the demand for cooked meats is large and they are very firm. Pure lard is up three-quarters of a cent—a big advance.

Hams—		
Light, per lb.	0 23	0 24
Medium, per lb.	0 22	0 22
Large, per lb.	0 20	0 21
Backs—		
Bacon—		
Plain	0 26	0 27
Boneless, per lb.	0 28	0 30
Pea meal, per lb.	0 28	0 30
Bacon—		
Breakfast, per lb.	0 24	0 28
Roll, per lb.	0 19	0 20
Shoulders, per lb.	0 19	0 20
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 17	0 18
Long clear bacon, small lots	0 18	0 18½
Fat backs, lb.	0 15	0 16
Cooked Meats—		
Hams, boiled, per lb.	0 32	0 33
Hams, roast, per lb.	0 32	0 33
Shoulders, boiled, per lb.	0 27	0 28
Shoulders, roast, per lb.	0 27	0 28
Barrelled Pork—		
Heavy mess pork, per bbl.	30 00	31 00
Short cut, per bbl.	32 00	35 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 15¾	0 16
Tubs, 60 lbs.	0 16	0 16¼
Pails	0 16½	0 16¾
Bricks, 1 lb., per lb.	0 17½	0 17¾
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 13¾	0 14
Tubs, 50 lbs., per lb.	0 14	0 14¼
Pails, 20 lbs., per lb.	0 14¼	0 14¼
Bricks, 1 lb., per lb.	0 15¼	0 15½
Hogs—		
Live	12 [illegible]	12 50
Dressed, abattoir killed	15 50	16 00

BUTTER.—The market drops another cent this week. There is no new reason. It is the general process of tobogganing. Butter has got to get down with conditions as they are at present. There is too much butter coming, for the trade to hope for any sign of firmness. Market

is top-heavy. Nobody wants to store this kind of butter, and fodder is not ready yet. Store-keepers should get the buying price down. All grades of creamery and dairy are down a full cent.

Creamery prints, lb.	0 31	0 35
Creamery, solids	0 30	0 31
Dairy prints, choice, lb.	0 25	0 27
Dairy prints, lb.	0 24	0 26
Bakers	0 22	0 23

CHEESE.—A big demand for cheese has put the market up. This is largely due to the proximity of the opening of navigation. This should take place around the 7th to 10th. Montreal has boats with space for cheese, and on the probability of the cheese moving out there is a better home demand. The boards are up a cent, and we quote all prices up half a cent. This makes new large worth 19½c.

Cheese—		
New, large, per lb.		0 19½
New, twins, per lb.		0 19¾
June and Sept., large, per lb.		0 [illegible]
June and Sept., twins, per lb.		0 [illegible]
June and Sept., triplets, per lb.	0 [illegible]	0 21

EGGS.—There is no price change to record. If anything the market is a shade firmer, due to storing, chiefly. Supplies continue to be good and storing is in progress all round. Country price remains between 20 and 21c. A slight advance is not unlikely.

Eggs—		
New laids, specials, in cartons	0 24	0 26
New laids	0 22	0 24

POULTRY.—Market remains firm with no quotable change. Poultry is scarce and though demand is not large it takes care of all available stocks.

Poultry—	Live	Dressed
Old fowl, pound	0 18—0 20	0 18—0 20
Old turkeys	0 18—0 20	0 26—0 30
Ducklings	0 14—0 16	0 18—0 20
Turkeys	0 18—0 20	0 23—0 27
Chickens	0 18—0 20	0 20—0 24
Chickens, milkfed	0 17—0 20	0 25—0 26

HONEY.—Prices are well maintained. There is no change in conditions. Trade is buying in average quantities.

Honey—		
Buckwheat, bbls., per lb.	0 07¼	0 07¾
Buckwheat, tins, per lb.	0 07¾	0 08¼
Clover, 50 lb. tins, per lb.	0 13½	0 13¾
Clover, 10 lb. tins, per lb.	0 14	0 14¼
Clover, 5 lb. tins, per lb.	0 14	14¾
Comb, No. 1, doz.	2 50	3 00
Comb, No. 2, doz.	2 00	2 40

MAPLE SYRUP.—If one may judge now locally, at any rate, there is little to be had. The run has only been fair—$1.50 is still the price. Maple sugar sells at 15c a pound.

Maple Syrup—		
Imperial, gallon	1 40	1 50
Wine gallon	1 15	1 20

WINNIPEG

PRODUCE AND PROVISIONS.—There was a heavier run of hogs last week, with a slight fall in prices. A start was made with sales at $11.25, finishing up at $10.85. Outside buyers are holding off, and they more or less control the market. Receipts of eggs were heavier, though they are still behind what they were this time last year, due to the flooded condition of the country and lack of warm weather. Quotations are now 20½-21½c. Creameries have not started in to make butter in large quantities. A start should be made at this time, but the weather has been cold, and the floods have kept things back. Cheese is without feature.

Hams—		
Light, per lb.	0 21	0 23
Medium, per lb.	0 20	0 21
Large, per lb.	0 19	0 20
Bacon—		
Breakfast, per lb.	0 22	0 23
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light		0 16
Cooked Meats—		
Hams, boiled, per lb.	0 29	0 30
Shoulders, boiled, per lb.	0 23	0 24
Barrelled Pork—		
Mess pork, bbl.		27 00
Lard, Pure—		
Tierces		0 15¼
Pails		3 17½
Cases, 10s		9 60
Cases, 5s		9 68
Cases, 3s		9 75
Cartons		0 16¾
Lard, Compound—		
Tierces		0 12¾
Tubs, 50s, net		6 25
Pails, 20s, net		2 60
Butter—		
Fresh made creamery		0 35
Best storage creamery		0 34
Best dairy	0 26	0 30
Cooking	0 18	0 24
Eggs—		
New laids	0 20½	0 21½
Cheese—		
Ontario, large		0 20
Ontario, twins		0 20¼

FRUIT AND VEGETABLES

(Continued from 32)

Mushrooms, imported, 6 qt.	2 00	2 25
Parsnips, bag	0 80	0 90
Parsley, doz.	1 00	1 25
Peppers, green, basket	0 60	0 65
Potatoes—		
N.B. Delaware, bag	1 85	1 90
Ontario, bag	1 70	1 75
Radishes, doz.		0 40
Rhubarb, doz.	0 75	1 00
Spinach, hamper	1 40	1 50
Tomatoes, crate	3 00	3 75
Turnips, bag	0 50	0 60

WINNIPEG

FRUIT AND VEGETABLES.—The most important new arrival on the market last week was cherries, which opened up at $4 per case of about nine pounds. Potatoes are holding about the same, i.e., $1.10 for Albertas and B.C.'s, although the quality of the latter is not too good. There are a few Manitobas also offering at 80-90c, but here again the quality is off. The season for California cauliflower is also about over, and some are expected from Texas; but there will not be much cauliflower on the market until the local stuff arrives. Foreign celery is also about done; it is quoted at $1.25 doz. Celery will not be available until local stuff is in. Spinach has dropped to $1.50 per case.

Fresh Fruits—		
Cherries, case 9 lbs.		4 00
Grapefruit, case		4 50
Strawberries, Florida, case		4 00
Ontario apples, bbls.	5 00	7 00
Washington box apples		2 50
Navel oranges, case	3 50	4 50
California lemons		4 50
Bananas, bunches	2 50	3 50
Rhubarb, case		2 25
Vegetables—		
Asparagus, case		5 00
Cabbage, new, lb.		0 05
Cabbage, per lb.		0 02½
Peppers, per basket		0 75
Mushrooms		0 90
Carrots, per lb.		0 02
B.C. potatoes		1 10
Alberta potatoes		1 00
Sweet potatoes, hamper		2 25
Garlic, per lb.		0 25
Turnips, bushel		1 00
California head lettuce, case		4 50
California cauliflower, crate		2 50
Valencia onions, cases		6 50
Red Globe onions, lb.		0 03½
Florida tomatoes, case		5 00
Head lettuce, doz.		1 00
Florida celery, case		4 00
Green peas, lb.		0 20
Spinach, case		1 50

CANDLED EGGS IN SUMMER MONTHS

T. J. Reed, a general merchant at Providence Bay, Manitoulin Island is one of those who is very careful about the purchase of eggs from country districts. He stated to Canadian Grocer that he made it a practice to candle all eggs which came in during the summer time from people with whom he was not familiar, so as to avoid any losses in shipping them on to the wholesale dealers. "For instance," he said, "during the hot weather we often secure a case of eggs which contains a nest or two which had been laid away and that were subject to heat for sometime before gathering. By candling these eggs, we catch those that are not of good quality and charge them back to the party from whom we got them."

"Do you have any trouble with your customers in this regard?" he was asked.

"No," was the reply, "all the merchants in our district do the same thing and producers generally know that this is our custom and accept our ruling unquestioned. We do not believe in selling bad eggs and we take this means of dealing in quality."

Mr. Reed points out that business during 1915 was the best he ever experienced. So far as the war was concerned, it was not felt there at all last year and is only recently being realised on account of the presence of recruiting sergeants.

SO NOW YOU KNOW!

There has always been a good deal of speculation as to just what adulterated tea really is. The Federal Government sets all doubt at rest by issuing the following legal definition under the Adulteration Act:

"Tea shall be considered as adulterated which contains leaves other than those of the tea plant, or previously infused leaves, or leaves of inferior quality, to such an extent as to reduce the amount of extract, or substance soluble in hot water, to less than thirty per cent., when determined as described below; or cause the proportion of ash soluble in hot water to be less than two and three-quarters per cent.; or any admixture of chemicals or other deleterious substances; or such an amount of mineral matter as will cause the amount of ash to exceed eight per cent. reckoned on the sample dried at 00 1C."

CONSIDERS IT EXCELLENT

CANADIAN GROCER,

Gentlemen,—I am a regular subscriber to the Canadian Grocer. It is excellent.

F. A. ALLEN,

Philipsburg, East, Quebec,

April 21st, 1916.



FISH AND OYSTERS



Fresh Sea Fish Declining in Price

Drop in Quotations of Halibut, Haddock and Cod—Better Demand for Fresh Cured Lines—Some B.C. Salmon Coming Along

MONTREAL

FISH.—The usual reaction that follows increased trade of the Lenton season is evident although not as acute as in former years. Market on whole is in fairly good condition and prospects encouraging. Feature of market is scarcity of all kinds of fresh fish and exceptionally high prices prevailing in this line River fish is the only line plentiful on market and low prices rule. Eastern fish such as fresh cod and halibut are not coming forward in sufficient quantity to put wholesale price to normal level and the same is true of halibut from Pacific coast points. Curtailed production tends to maintain an abnormal level of prices generally. A few British Columbia salmon are coming forward and selling at almost prohibitive prices. Lobsters are more plentiful and lower in price. Oysters, both fresh and shell are very quiet and easier.

TORONTO

FISH AND OYSTERS.—Fresh sea fish becomes more abundant. Halibut is now coming in more freely, though not yet is there any surplus over demand. Price is down a trifle but nothing to write home about. We quote 14 to 15 cents. Haddock is coming down with a bump. It has dropped appreciably this week, and is worth 7 cents, occasionally 8c. Demand is good. Cod is much called for, though supplies are not large, by any means. Nevertheless price is dropping and cod sells around 8 cents. Some British Columbia salmon is now coming along but it fetches inordinately high prices as arriving shipments are small and infrequent.

Fresh cured stuff interests the trade more now and there is good business in haddies and ciscoes. These range from 10 to 12 cents. Frozen fish still sells here and there. Pale Qualla salmon is getting higher, bringing 11 cents.

Business generally is good. Public as well as hotel demand continues steadily to grow.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.10-.11	.09
Haddies, 15-lb. and 20-lb. boxes, lb.	.10	.10½
Haddies, fillets, per lb.	.12	.10
Herring, Ciscoes, baskets	1.25	1.50
St. John bloaters, 100 in box	1.20	1.25
St. John bloaters, per box of 60	1.00	1.00
Yarmouth bloaters, 69 in a box	1.20	1.25
Smoked herrings, medium, box	.16	.15
Smoked boneless herrings, 1-0-lb. box	1.40	1.40
Kippered herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

Salmon—	Montreal	Toronto
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.11	.11
Red Cohoes, dressed, lb.	.12	.11
Pale qualla, dressed, per lb.	.10	.11
Halibut, white western, large and medium, per lb.	.13	.13
Halibut, eastern, chicken, per lb.	.11	.12
Mackerel, bloater, per lb.	.09-.10	.10
Haddock, medium and large, lb.	.07	.10
Market codfish, per lb.	.06	.08
Steak codfish, per lb.	.08	.10
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-.16	.18
Smelts	.11	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.50	3.25
Round pike	.07½	....
Grass pike, dressed	.07	....

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 00
Dried hake, medium and large, 100 lbs.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case	6 50	3 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20 lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20 lb. boxes	0 10	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal.	1 50	2 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	1 60	....
Best scollops, imp. gallon	2 25	3 50
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 00	....
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best, select, quart cans, each	0 50	0 75
Rockaways, 100	....	1 50
Blue points, small	....	1 00
Blue points, large	....	1 50

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per lb.	9 00	1 50
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	9 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, bl.	0 40	0 60
Little necks, per 100	1 25	1 50

FRESH SEA FISH

	Montreal	Toronto
Halibut	13 —14	15
Haddock, fancy express, lb.	7 — 8	7
Mackerel, medium, each	16	.....
Steak, cod, fancy, express, lb.	10	8
Herrings, each	..	02
Flounders	10	12
Flounders, New York	..	14
Salmon, Western	20 —25	..

FRESH LAKE FISH

Carp, lb.	0 09	....
Pike, lb.	0 10	0 07
Perch, lb.	0 06	0 07
Suckers, lb.	0 08	0 10
Suckers, lb.	0 06	0 08
Whitefish, lb.	0 12	0 20
Lake Erie whitefish	....	0 30
Herrings, ea.	....	0 02
Gaspereaus ea.	....	0 03
Lake trout	0 12	0 14
Eels, lb.	0 10	0 08
Dore	15-16	0 13

FROZE LAKE AND RIVER

Whitefish, large, per lb.	.09-.09½	.09-.10
Whitefish, small tullibees	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress or round, lb.	.08½-.09	.09-.13
Pike, dressed and headless, lb.	.07-.07½	.07
Pike, round, per lb.	.06½-.07	.06-.07

WINNIPEG

FISH AND POULTRY.—Haddies are still scarce and high—12c. Frozen salmon is practically off the market, and its place is being taken with fresh salmon at 21c. Fresh halibut is not too plentiful, but there seems to be sufficient to supply wants. It is offered at 15c. Steak cod is also scarce. Poultry receipts continue small, and both live and dressed are bringing high figures.

Fish—		
Frozen salmon	....	0 11
Frozen halibut	0 08½	0 09
Fresh halibut	....	0 15
Pickerel	....	0 07½
Steak cod, per lb.	....	0 08
Lake Winnipeg whitefish	....	0 09
Fresh finnan haddie	0 11	0 12
Kippers, per box	....	2 00
Lake trout, per lb.	....	0 10
Bloaters, per box	....	2 00
Salmon, fresh, per lb.	....	0 21
Salt mackerel, 20-lb. kit	....	3 00
Smoked gold-eyes, doz.	....	0 50
Oysters, per gal.	....	2 50
Oysters on shell, doz.	....	0 25
Poultry, Live—		
Fowl	....	0 15
Roosters	....	0 11½
Chickens	....	0 15
Turkeys	....	0 19
Ducks	....	0 13
Ducklings	....	0 14
Geese	....	0 12
Poultry, Dressed—		
Ducks, No. 1	....	0 24
Fowl, No. 1	....	0 24
Turkeys, No. 1	....	0 33
Geese, No. 1	....	0 25

NO PASSPORTS REQUIRED

Our Neighbors Can Come and Go Without Restrictions

Tourists from the United States do not require passports coming into Canada. They are free to come and go, to enjoy the sublime scenic beauties of Canadian summer, and to take away with them all the physical benefits that our pure northern atmosphere affords. Autoists from the United States can spend ten days in Canada without payment of any bond or duty, by registering themselves at the first Canadian custom house. A bond is required if for a longer term than ten days.



FLOUR AND CEREALS



Flour Market Somewhat Apathetic

Opening of Navigation Does Not Stimulate Trade Much—Shorts Up a Dollar—Oats Firmer and Slightly Higher

MONTREAL

FLOUR.—Flour is unchanged in price but a stronger wheat market has added to firmness although demand for the past week has been very quiet as grocers are not inclined to stock at present and restrict their purchases to immediate requirements until new crop comes in. Inquiries for export were too frequent during the week and with the resumption of navigation feeling is that trading all round will be more active in near future. Winter wheat flour is quiet and unchanged in prices which are still nominal. Millers are preparing for active trade with arrival of steamers later in week and market undertone is much better as result.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	6 60
Second patents	6 10
Strong bakers	5 90

Winter Wheat Flour—	Car lots	Small lots
Fancy patents	5 85	6 10
90 per cent. in wood	5 60	5 80
90 per cent. in bags	2 70	2 75

CEREALS.—Added firmness has occurred following firmness in oat and corn market. A wide range of prices continues to exist as before and those quoted are only nominal. Local demand is unchanged and steady with only a small volume of sales passing.

Cornmeal—	Per 98-lb. sack
Gold dust	2 75
Rolled Oats—	**90's in jute.**
Small lots	2 75
25 bags or more	2 60
Packages, case	3 90 4 00
Oatmeal—fine, standard and granulated, over rolled oats in 90's, in jute.	10 per cent.

Rolled Wheat—	100-lb.	bbls.
Hominy, per 98-lb. sack		4 00
Hominy, per 98-lb sack		2 75
Corn flour, bag		2 65
Rye flour, bag	2 65	2 80
Barley, pot		3 00
Barley, pearl, lb.		0 04½

FEED.—Prices remain unchanged, but demand was very active during week and is expected to continue the same as result of influence of high dairy prices tending to use of mill feed rather than grass. The large export business in flour has developed big stock of mill feeds and corresponding increase in sales for time of year.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chop, ton	32 00
Crushed oats, ton	33 00
Oats, chop, ton	33 00
Barley, chop, ton	32 00
Feed oats, cleaned, Manitoba, bush	0 56
Feed wheat, bag	1 80

TORONTO

FLOUR.—The market shows little feature. One day this week there was a sharp advance in wheat which generally firmed all grains, flour among them, but trading is somewhat ordinary and dull. So far opening of navigation has not done much to stimulate business. Export trade is in somewhat better shape. Domestic demand for both Manitobas and Ontario is fair to middling. Ontario flour is slightly firmer.

No 1 Northern, track bay ports is stronger at $1.28.

Manitoba Wheat Flour—	Small lots. per bbl. of 2 bags	Car lots.
First patents	6 70	6 50
Second patents	6 20	6 00
Strong bakers	6 00	5 80
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	4 40	4 30

CEREALS.—American corn is strong and advancing, and cornmeal is consequently firmer, though not noticeably higher. Western oats are slightly stronger and rolled oats has received something of a fillip from this. The rest of the list is easy, with only ordinary trading.

Barley, pearl, 98 lbs.	4 70	4 90
Buckwheat grits, 98 lbs.		4 50
Barley, pearl, 98 lbs.	4 50	4 75
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.		2 50
Graham flour, 98 lbs.		2 75
Hominy, granulated, 98 lbs.		3 00
Hominy, pearl, 98 lbs.		3 00
Oatmeal, standard, 98 lbs.		2 76
Oatmeal, granulated, 98 lbs.		2 76
Peas, Canadian, boiling, bush.		3 00
Peas, split, 98 lbs.		5 50
Rolled oats, 90-lb. bags		2 50
Rolled wheat, 100-lb. bags		3 25
Rye flour, 98 lbs.		2 80
Whole wheat flour, 98 lbs.		2 75
Wheatlets, 98 lbs.		3 50

FEEDS.—Shorts are quoted up a dollar at $26, with middlings selling here and there a dollar higher also, though $26 is quoted for them too. Business generally is in mixed cars.

Mill Feeds—	Mixed cars per ton
Bran	24 00
Shorts	25 00
Special, middlings	26 00
Feed flour, per bag	1 60 1 70
Oats—	
No. 3, Ontario, outside points	0 42 0 43

WINNIPEG

FLOUR AND CEREALS. There are no changes in quotations on flour, cereals or feeds. The wheat market has undergone little change during past week. Flour business, both domestic and export, has been quiet. Retailers appear to have fairly good stocks. The cereal market is practically dead. In feeds, prices are firm, with good demand, especially for bran. All mills seem to be fairly well sold in bran.

Flour—		
Best patents		6 60
Bakers		6 10
Clears		5 40
XXXX.		4 40
Cereals—		
Rolled oats, 80 lbs.	1 90	2 00
Rolled oats, pkgs., family size		3 75
Wheat flakes, case		3 75
Oatmeal, standard and gran., 98 lbs.		2 50
Cornmeal, 98 lbs.		2 45
Feeds—		
Bran, ton		18 00
Shorts, ton		20 00
Middlings, ton		20 00
Mixed chop, ton		28 00

EVER EAT SHARK?

Preliminary experiments are being conducted by the United States bureau of fisheries in the preparation of shark meat as a food. Fisheries experts say there is good ground for the belief that a demand for the article will be created. Even now, they say, sharks are more universally eaten than is generally known, as trap fishermen off the Massachusetts coast ship all of the large species of shark, with one exception, caught in their traps. The head, fins and tail are removed, and the shark then looks not unlike a deep water swordfish. They are shipped to Boston and New York and sold as deep-water swordfish. The fishermen receiving from three to eight cents a pound.

In the United States there is a prejudice against the use of sharks for food that results in waste of what rightfully should be a resource, fisheries experts declare. In England and Wales almost 6,500,000 pounds of dogfish, valued at more than $100,000, were landed in 1913. As the flesh of these small sharks, when properly prepared, is palatable, there appears to be no valid reason against its use, officials say.

Have You a Stock *of* **Tillson's "Scotch" Health Bran** on Hand?



Tillson's Scotch Health Bran should be used in your home, for your breakfast. Try it out yourself to prove its merits.

THIS, now year-old, cereal has lived up to our expectations. It is a winner.

Besides being an excellent cereal for breakfast use its makes fine flavored and very healthful bread, buns, tea biscuits and rolls.

It gives the retailer a good margin of profit, ready sales, continued patronage.

Your wholesaler can supply you on short notice. Price $2.00 a case of 20 packages. Sells at 15c. a package.

We will be pleased to send prepaid our special window display, which will assist in turning much trade your way.

Canadian Cereal and Flour Mills Company, Limited

TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

Is the Money Always There?

WHEN you have wanted a certain thing that would have added to the pleasures of life, was the money always there? when you figured up to see if "Cash on hand" would warrant you to make the purchase. Have you ever felt the need of a good vacation or wanted some little extra luxury, but simply could not afford it because your regular income was not sufficient?

WE have a plan that will enable you to add these extra luxuries without interference in any way with your regular occupation; a plan from which you may derive sufficient income to warrant your having all the added pleasures of life. This plan may be worked during spare time without interference with your regular duties. One hour in the evening spent among your acquaintances—a half-hour after lunch in the office or factory will give you an additional $5.00 or $10.00 weekly.

WE have hundreds of subscriptions in your locality ready to be taken. A representative on the spot could secure these orders, saving these people the trouble incidental to mailing. These orders, together with the many other subscriptions which may be added from the friends of our old subscribers whom they will recommend to you, will give you an income that with the same amount of work will double your earnings each year. The work is both pleasant and profitable. No previous experience required.

This plan will interest you, so write us to-day for full particulars.

The MacLean Publishing Co.
LIMITED

Division B.

143-153 University Avenue

TORONTO ONTARIO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	$ 0 45
4 oz. Tins, 4 doz to case, weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case, weight 23 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 60
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

DOMINION CANNERS, LTD.

JAMS

"Aylmer" Pure Jams and Jellies 16-oz. Glass Jars.

	Per doz.
Apricot	$ 2 30
Assorted	2 20
Blackberry	2 25
Blueberry	2 25
Currant, Red	2 20
Currant, Black	2 25
Cherry	2 20
Gooseberry	2 10
Plum	2 10
Plum, Green Gage	2 20
Pear	2 10
Peach	2 10
Raspberry, Red	2 25
Raspberry, Black	2 25
Rasp. and Red Currant	2 20
Rasp. and Gooseberry	2 20
Strawberry	2 30

CATSUPS

In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 10
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS, with Pork.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05
Family Baked Beans, Plain, 2 doz. to case	1 20
Family Baked Beans, Tomato Sauce, 2 doz. to cs.	1 22½
Family Baked Beans, Chili Sauce, 2 doz. to cs.	1 22½
3's Baked Beans, Tomato Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Chili Sauce, flats, 2 doz to cs., Aylmer only	1 40
3's Baked Beans, Plain, tall, 2 doz. to case	1 50
3's Baked Beans, Tomato Sauce, 2 doz. to case	1 60
3's Baked Beans, Chili Sauce, 2 doz. to case	1 60

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case, per doz.	$ 1 10
12 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 20
16 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 60
16 oz. Glass, Tall, Vacuum Top, 2 doz. per case, per doz.	1 60
2's Glass, Vacuum Top, per doz.	2 80
2's Tin, 2 doz. per case, per doz.	2 30
4's Tin, 12 pails in crate, pail	0 40
5's Tin, 8 pails in crate, pail	0 47½
7's Tin or Wood, 6 pails in crate, pail	0 65
14's Tin or Wood, 4 pails in crate, lb.	0 09
30's Tin or Wood, one pail only, lb.	0 09

BLUE

Keen's Oxford, per lb.	$ 0 17
In 10-lb. lots or case	0 16

COUPON BOOKS — ALLISON'S

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED

100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS

WHITE SWAN

	Per case
Pancake Flour (Self-rising), 2 doz. to case, weight 50 lbs.	$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
Health Flour, 5 lb. bags, per doz.	2 40
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24

Special quotations for Cocoa in barrels, kegs, etc.

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road . LONDON N., ENGLAND

B.B.B.

Star Brand

Boneless Breakfast Bacon, Sugar Cured and the choicest on the market. Come in now with your orders for Summer stock. Prices will not be lower, they may be higher. Made under Government Inspection.

F. W. Fearman Co.
Limited
Established 1854
HAMILTON

BIG SELLERS

Strawberries

PINEAPPLES
BANANAS
ORANGES
LEMONS

Tomatoes

and other Southern Vegetables.
Daily arrivals. Prices reasonable.

Send us your orders.

The House of Quality

HUGH WALKER & SON

GUELPH - ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

This is your guarantee

That little word "STERLING" means much, indeed, to you as well as to your customers. It is an unqualified guarantee of positive satisfaction, a sure indication of a quick, profitable turnover and of certain customer-satisfaction.

Every "STERLING" product is delicious and as good as the purest ingredients combined with the most up-to-the-minute factory equipment can make them. Hence you will find it a good policy to push "STERLING" lines, as they have long ago passed from the experimental stage to the "best selling" class.

A trial shipment of

Lytle's Sterling Products

will show that they are worth concentrating on. Get started on the road to a worth-while turnover by investigating our lines. Send a card for particulars.

The T. A. Lytle Co.

Limited

STERLING ROAD, TORONTO

Cambridge Sausage, 1s, $2.40; 2s, $4.
Pigs' Feet, 1s, $2.35; 2s, $4.25.
Boneless Pigs' Feet, ½s, $1.50.
Lambs' Tongues, ½s, $1.90.
Sliced Smoked Beef, tins, ¼s, $1.65; 1s, $2.65; 4s, $13.50.
Sliced Smoked Beef, glass, ¼s, $1.20; ½s, $1.90; 1s, $2.75.
Tongue, Ham and Veal Pate, ½s, $1.20.
Ham and Veal, ½s, $1.20.
Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, $1.
Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, $1.45.
Ox Tongues, tins, ½s, $2.00; 1s, $4.00; 1½s, $6.50; 2s, $8.00.
Ox Tongues, Glass, 1½s, $9.75; 2s, $12.
Mincemeat, Hermetically Sealed Tins, 1s, $1.75; 2s, $2.85; 3s, $4. 4s, $5.50; 5s, $7.
In Pails, 25 lbs., 10½c lb.
In 50 lb. Tubs, 10½c.
In 85 lb. Tubs, 10c.
In Glass, 1s, $2.25.
Plum Pudding, 1s, $2.30; 2s, $3.
Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85. 50 lb. Pails, 15c.
Clark's Peanut Butter—Pails 24 lbs., 17c per lb.
Clark's Tomato Ketchup, 8 oz., $1.25; 12 oz., $1.90; 16 oz., $2.40; 1 gal. jars, $1.30; 5 gal. jars, $1 25 per gal.
Pork and Beans, Plain Talls, 1s, 70c; 2s, $1.10; 3s, $1.70; 6s, $6; 12s, $8.50; 3s, flat, $1.45. Individuals, 35c doz.
Pork & Beans, Tomato Sc. Talls, 1s, 75c; 2s, $1.15; 3s, $1.75; 6s, $6; 12s, $8.50; 3s flat, $1.50; Individuals, 60c doz.
Pork and Beans, Chili, 1s, 75c; 2s, tall, $1.15; 3s, flats, $1.50; Individuals, 60c doz.
Pork and Beans, 1½, Chili Sauce, 95c doz.
Tomato Sauce, 95c doz.; plain, 95c doz.
Vegetarian Baked Beans, Tomato Sauce, Talls, $1.20
Clark's Chateau Chicken Soup, $1.10.
Clark's Chateau Concentrated Soups, 95c.
Clark's Chateau Concentrated Soups, No 1 Assorted, 95c.
Spaghetti with Tomato and Cheese, ½s, 95c; 1s, $1.30 doz.
Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at $10.00 per doz.
English Plum Puddings, 1s, $2.20 doz.; 2s, $3 doz.

LAPORTE, MARTIN, LIMITED
Montreal, Agencies

BASIN DE VICHY WATERS.

L'Admirable, 50 btles, litre, cs.	5 50
Neptune	7 00
San Rival	8 00

VICHY LEMONADE

La Savourense, 50 btles, cs.	8 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 btles, cs.	$9 00

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs., 6 doz. pts., doz.	1 15
Ginger Ale, Trayders, cs., 6 doz., splits, doz.	0 95
Club Soda, Trayders, cs., 6 doz. pts., doz.	1 05
Club Soda, Trayders, cs., 6 doz., splits, doz.	0 95

BLACK TEAS

Victoria Blend, 50 and 30-lb. tins, lb.	0 38
Princess Blend, 50 and 30-lb. tins, lb.	0 35

JAPAN TEAS

H. L., ch. 90 lbs., lb.	0 25
Victoria, ch. 90 lbs., lb.	0 30

COFFEES

Victoria, Java and Mocha Blend, 1-lb. tin, lb.	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MALT EXTRACT

Miller of Milwaukee, cs. 2 doz., cs.	4 20
Miller of Milwaukee, brl. 8 doz. brl.	16 20

BOAR'S HEAD LARD COMPOUND

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 5 lbs., 12 to case	0 11½
Cases, 3 lbs., 20 to case	0 11¼
Cases, 10 lbs., 6 to case	0 11

F.o.b. Montreal.

MUSTARD

COLMAN'S OR KEEN'S

	Per doz. tins
D. S. F., ¼-lb.	$ 1 60
D. S. F., ½-lb.	2 90
D. S. F., 1-lb.	5 75
F. D., ¼-lb.	0 90
	Per jar
Durham, 4-lb. jar	0 93
Durham, 1-lb. jar	0 31

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. $ 0 90
List Price

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO

SPICES	5c Round tlitho. dredge. Per doz.	10c Oval tlth. dredge. 2½ oz. Per doz.
Allspice	$0 45	$0 90
Arrowroot, 4 oz. tins, 85c	....	....
Cayenne	0 45	0 90
Celery salt	....	....
Celery pepper	....	....
Cinnamon	0 45	0 90
" whole, 5c. pkgs., window front, 45c	....	....
Cloves	0 45	0 90
Cloves, whole, 5c. pkgs., window front, 45c	....	....
Curry powder	....	....
Ginger	0 45	0 90
Mace	1 25	....
Nutmegs	0 45	0 90
Nutmegs, whole, 5c pkgs., window front, 45c.	....	....
Paprika	0 45	....
Pepper, black	0 45	0 90
Pepper, white	0 50	0 95
Pastry spice	0 45	0 90
Pickling spice, window front, 90c	....	....
Dozens to case	4	4
Shipping weight per case	10 lbs.	15 lbs.

We pay freight on 5 cases or orders weighing 250 lbs.

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches— Boxes	Cents
40 lbs., Canada Laundry	.06¾
40 lbs., boxes Canada white gloss, 1 lb. pkg.	.06¾
48 lbs. No. 1 white or blue, 4 lb. cartons	.07¼
48 lbs. No. 1 white or blue, 3 lb. cartons	.07¼
100 lbs., kegs, No. 1 white	.06¾
200 lbs., bbls., No. 1 white	.06¾
80 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	.07¾
48 lbs., silver gloss, in 6-lb. tin canisters	.08¼
36 lbs., silver gloss, 6-lb. draw lid boxes	.08¼
100 lbs., kegs, silver gloss, large crystals	.07¼
28 lbs., Benson's Satin, 1-lb. cartons, chrome label	.07½
40 lbs., Benson's Enamel (cold water), per case	3 00
20 lbs., Benson's Enamel (cold water), per case	1 50

If any advertisement interests you, tear it out now and place with letters to be answered.

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c/o Canadian Grocer, University Avenue, Toronto.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

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Kegs, 100 lbs. ..... .06¾
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8 in case ..... .08
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In boxes only.
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Half barrels, 350 lbs. 4
Quarter barrels, 175 lbs. ... 4¼
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Pails, 25 lbs. each 1 40
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2-lb. tins, 2 doz. in case ... 3 00
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10-lb. tins, ½ doz. in case.. 3 25
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Manufactured from pure cane sugar.

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"BANNER BRAND" PURE FRUIT PRODUCTS
JAMS AND JELLIES

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5's 0 42
7's 0 60
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Tumbler, glass 0 95

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5's, per pail 0 45
7's, per pail 0 65
30's, wood, lb. 0 08¾
12-oz. glass jar, doz. 1 20
Tumbler, glass, doz. 1 00
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Walnut Bars, 8½s, boxes 7 lbs. 0 64
Pay Roll, thick bars, 8½s, 6 lb boxes 0 68
Pay Roll, thin bars, 8½s, 5 lb. boxes 0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies 0 68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs. 0 57
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The MacLean Publishing Co.
Limited
143-153 University Ave.
TORONTO - CANADA



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THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, MAY 12th, 1916 No. 19

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Purity, Utility and Absolute Satisfaction

are the big selling points of *BORDEN MILK PRODUCTS*. The demand for these wholesome milk products is apparent everywhere as a result of the country-wide consumer advertising that we unceasingly carry on. This demand will become very apparent right in your own community when you begin featuring the *BORDEN LINES*, the lines whose popularity is builded upon a record of over fifty-nine years' satisfaction-giving.

The coming of summer is an ideal time to start things going by featuring a representative display of *BORDEN'S* in your windows, show case, shelves, etc. Draw your customers' attention to Borden suitability for picnic parties or camping trips.

Steady summer sales will follow an effective *BORDEN* display. Arrange one now, and secure a better hot weather turnover.

Borden Milk Co., Limited

Montreal

Branch Office: No. 2 Arcade Building

Vancouver, B.C.









Made in Canada
GRAPE JUICE

E D S



Big Profit—
Large Demand

E. D. Smith Grape Juice has the natural Concord Grape Flavor—a delicate flavor which our process fully conserves. Each bottle of E. D. Smith Grape Juice contains all the richness of the Concord grapes grown in our own vineyards.

The Strength and Purity of E. D. Smith Grape Juice make it go further—most economical.

Profit for you—Satisfaction for your customers.

Send your orders early—the supply is limited—the demand heavy.

E. D. Smith *and* Son, Limited
WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.

If any advertisement interests you, tear it out now and place with letters to be answered.

Extra Profit

on Quaker Oats purchased in May

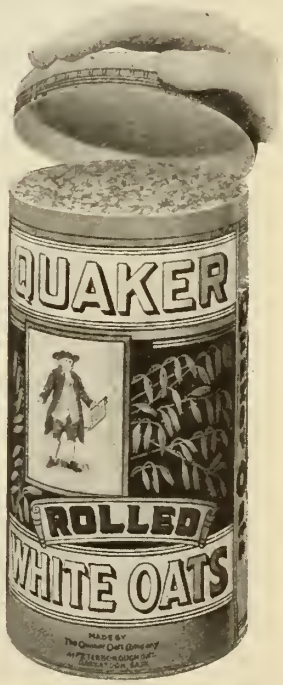
Buy from your jobber in the regular way, at the usual price, a 3-case, 5-case or 10-case order of Quaker Oats, for immediate delivery. Make a notation on your jobber's invoice that the goods bought on this offer have been received; send it to The Quaker Oats Company and we will refund you:

45c for a 3-case Order.
75c for a 5-case Order.
$1.50 for a 10-case Order.

2 cases 18s (10 cent size) equal 1 full case.

At the latest, goods bought on this offer must be received by you prior to May 31st and refund claimed immediately thereafter.

This offer applies to all styles Quaker Oats Packages.



We recommend strongly that your Spring and Summer stock be mainly the round 25c. package, as the nature of this package permits us to guarantee you absolutely against loss from worm or weevil. We take all the risk on this package—you take none—and the replaceable cap feature makes the round package the ideal pantry package for your customers.

Should you wish to add 1 or 2 (not more than 2) cases of Puffed Goods to your order for the above quantities of Quaker Oats we will refund you 15 cents per case on the Puffed Goods also—this will not apply on a purchase of Puffed Goods alone, but only in conjunction with a purchase of not less than 3 cases Quaker Oats.

The advantage of the extra profit is entirely yours.

The advantage of increased business is mutual.

We feel so strongly that this is the opportune time to win many new customers to Quaker Oats that we urge your co-operation.

Place your order at once, and, when claiming refund, address:

The Quaker Oats Company
West of Ontario, Saskatoon, Sask.
East of Manitoba, Peterborough, Ont.

If any advertisement interests you, tear it out now and place with letters to be answered.

A Name and a Trade-Mark

When a customer asks you for a trade-marked article the first time it is because she has seen it advertised or heard a neighbor speak a good word for it. When that customer asks for it the second time it proves that the goods merited the original praise. But when an article is requested the **third** time, it is purely from force of habit. The customer has then taken the view, "Here is a worthy article, why worry about brands of whose quality I know nothing?"

Gold Standard

And right here, we stand on safe ground when we assert that fully fifty per cent. of Gold Standard goods are sold as a direct result of this same "force of habit." Every ingredient must be of a quality that can be stamped with the phrase — "Pure as Guinea Gold"—before the trade-mark and name are placed on the package or can. As our products reach you, they can be sold for what they are— *Gold Standard*

There need be no fear on your part of overstating their goodness. And the customers who buy Gold Standard food products from you are a distinct asset to your business.

THE CODVILLE COMPANY, LIMITED

BRANDON MOOSE JAW WINNIPEG SASKATOON

TRADE MARK KEYSTONE BRAND REGISTERED

THIS IS A "NUGGET" YEAR

Early in the season we foresaw a shortage in green corn of a good grade and we bought heavily. That is why we lead the market with

"Nugget" Brooms

this year, when others were able to offer only red corn. The "Nugget" is a good broom, through and through. Light in weight, free from stems and seeds, and warranted not to come out or turn over at the tip.

For prices, etc.,

STEVENS-HEPNER CO.
LIMITED
PORT ELGIN, ONT.

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.



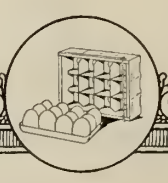


Filling an order in the Star equipped store—"A bottle of olives, a package of crackers, *and a dozen of eggs.*" Convenient, isn't it? And think of the time saved during the busy part of the day.

Why not install this improved equipment in your business? It will bring you big returns. Our booklet 174 tells how. Write for a copy.

STAR EGG CARRIER & TRAY M'F'G COMPANY

1037 JAY STREET ROCHESTER NEW YORK



Push Marmalade Now



The Housewife's supply of home-made jams and preserves is getting low.

Display tempting Aylmer Orange Marmalade.

It is pleasing to the eye—and tempting to the appetite.

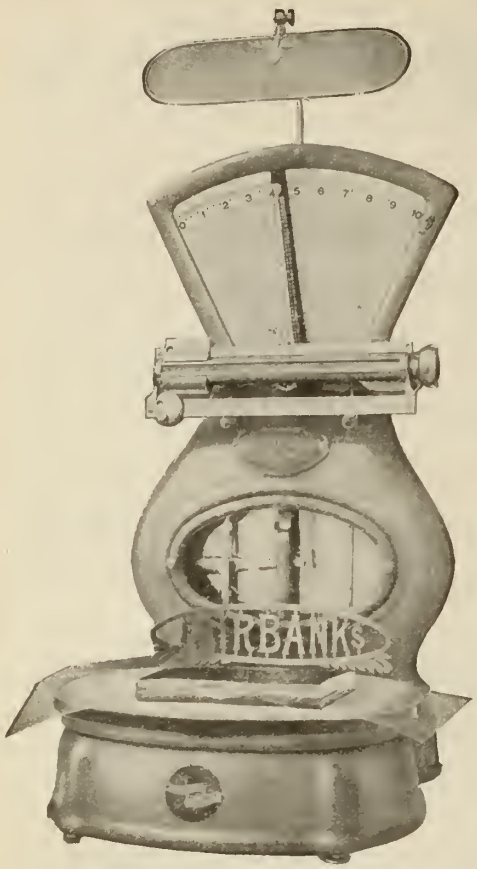
Take advantage of the natural conditions and push Aylmer Orange Marmalade now.

Success comes to those who work with nature.

Aylmer Orange Marmalade is a success, as it is made from Natural Ripe Oranges and Pure Cane Sugar.

DOMINION CANNERS LIMITED

HAMILTON . . . CANADA



Save 20% on the Cost of a High-Grade Computing Scale—

The Fairbanks—a finely built Automatic Scale, at the price you can afford. The best value ever offered. Weighs your goods quickly and accurately.

Simply put the load on the platform, and read the value on the chart for ordinary weighing.

Handsome, Convenient, Sanitary. A scale that will add attractiveness to your store and bring you customers.

Write to our nearest branch for full details of this opportunity.

The Canadian Fairbanks-Morse Co.
Limited

St. John	Quebec
Montreal	Ottawa
Toronto	Hamilton
Winnipeg	Saskatoon
Calgary	Edmonton
Vancouver	Victoria

CFM

CANADA'S DEPARTMENTAL HOUSE FOR MECHANICAL GOODS

BUY

STAR BRAND

"Made in Canada"

Cotton Clothes Lines and Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

Kindly mention this paper when writing to advertisers.

Here are two real hot weather sellers

While there is always a good year-round demand for the two Made-in-Canada Royals—

ROYAL SALAD DRESSING
and
ROYAL MAYONNAISE

They are particularly popular during the hot summer weather.

A display of these delicious and dependable dressings never fails to pull big results. Tell your customers that Royal Salad Dressing and Royal Mayonnaise are guaranteed right down to the last drop.

Stock up now and prepare for profitable summer demand.

The Horton-Cato Mfg. Co.
WINDSOR, CANADA

CLARK'S



CONCENTRATED SOUPS

prepared from only the finest of materials and guaranteed absolutely pure.

MADE IN CANADA

and without a rival in either home or imported Soups.

TOMATO	**CHICKEN**
CELERY	**MOCK TURTLE**
PEA	**MULLIGATAWNY**
VEGETABLE	**SCOTCH BROTH**

etc., etc.



Ask your jobber for prices or send us a post card, but STOCK NOW.

W. CLARK, Limited, Montreal

Clark's

If any advertisement interests you, tear it out now and place with letters to be answered.



When You Dress Your Window Put Both Kinds of Knox Gelatine In It!

Our advertising in the leading women's magazines tells attractive ways in which KNOX GELATINE may be prepared and we mention BOTH kinds—the No. 1 Sparkling Gelatine, and the No. 3 Acidulated Gelatine. Women know of the No. 3 package with its envelope of lemon flavor which saves them time and money, and you can make lots of sales by keeping it where they can see it.

This is a great time to push the sale of gelatine because of the high cost of other desserts, and every sale pays you a splendid profit. Make a window display and tie your store up to our big advertising campaign—that's the way to make quick sales and plenty of profits.

"Make KNOX Your Gelatine Leader"

CHAS. B. KNOX CO., INC. Johnstown, N.Y.

Branch Factory: Montreal, Canada



Canada's Best Will Stand The Test

For years, Windsor Salt has stood every test for Purity, Quality and Savour.

It is the standby in almost every home—just as it is sold by practically every grocer.

Windsor Table Salt
Made in Canada
THE CANADIAN SALT CO. LIMITED



It's a Money-Maker—not an expense

A practical economy in ice consumption, coupled with superior sales-pulling possibilities, make the "Arctic" the most efficient refrigerator system for every dealer.

The cost of installing the "Arctic" will be quickly repaid in the bigger sales it will produce, and in the increased security it gives to perishable food stuffs.

Send a postcard for our complete "Arctic" catalog.

"A size and style for every purpose."

John Hillock & Co., Limited
TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

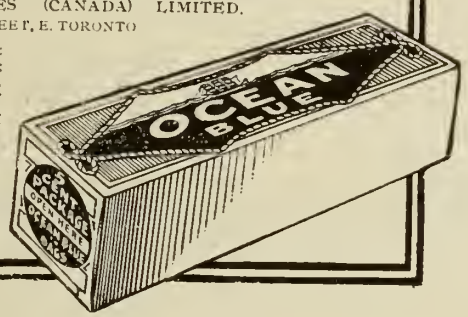
Every user advertises OCEAN BLUE by recommendation, and every packet you sell advertises your store as the place "where you can buy"

OCEAN BLUE

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED.
33 FRONT STREET, E. TORONTO

Western Agents: For Manitoba: O. F. Lightcap, Winnipeg. For British Columbia and Yukon: Creeden & Avery, Rooms 5 and 6 Jones Block, 407 Hastings Street, West, Vancouver





Pleased Dealers



Our travellers report that grocers are exceedingly pleased with the way

Shirriff's Jelly Powder

continues to increase its sales. This product has merit that housewives appreciate. It is nicely flavored, pure and wholesome, and can be prepared for the table in a few minutes, which is a boon to the housewife on "busy" days. Elaborate desserts can also be made with it for special occasions.

If you are not stocking this rapid seller, now is a good time to start. Handsome window-dressing material also supplied to make an attractive sales-winning display. Write for particulars.

Imperial Extract Co., Toronto, Ont.

If any advertisement interests you, tear it out now and place with letters to be answered.

Strawberries and Cream *served with* HOLLAND RUSKS



YOU WILL FIND, form the most DEE-licious Dish of the Season. Try it on your own table.

SPRING TIME—IS RUSK TIME

There are 50 different ways to serve Holland Rusks, for Breakfast, Lunch or Dinner.

Now is the moment to place a neat display of Rusks on your Counter and in your Window. They combine beautifully with all varieties of Fresh Fruit.

We have a new, attractive Window Display, which we will be delighted to mail free to any customer in Canada.

Write for it to-day, also order a Carton of Rusks from your Wholesaler.



AGENTS:

The Harry Horne Co., Toronto
The Grocers Specialty Co., Hamilton

W. S. Silcock, 33 St. Nicholas St., Montreal.
J. D. Brack & Co., Winnipeg.
Jacksons, Limited, Calgary.
J. S. Creed, Halifax, N.S.

REPRESENTATIVE WANTED FOR B.C.
Correspond with THE HARRY HORNE CO., TORONTO.



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

Furnivall's FINE FRUIT PURE JAM

is made from carefully selected, sun-ripened fruit and the purest cane sugar obtainable. Furnivall's is a big favorite with everybody.

Stock up to-day.

FURNIVALL-NEW, Limited

Hamilton Canada

AGENTS

Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—W. S. Silcock. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Winnipeg, Man.—W. L. Mackenzie & Co., Ltd. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—Central Brokerage Co.



Tea with the "come back" quality in every cup

Although we are not spending huge sums of money in bolstering up a consumer demand for Minto Tea, the fact is very evident that the superior flavor and expert blending of this pure Ceylon is creating for it a fast-growing army of admirers.

The rather novel idea of enclosing in each package of Minto the amount of money it would require to advertise it is sure to make a hit with your customers.

Minto Brothers
284 CHURCH ST. TORONTO

Trade worth trying for

This attractive gasoline outfit on the sidewalk outside your store will beckon every passing autoist your way and will permanently secure for you a goodly share of this profitable trade.



The BOWSER ESTABLISHED 1885

Red Sentry Gasoline Outfit

eliminates loss through evaporation, and dissatisfaction through incorrect measuring. It enables you to measure the gasoline quickly and easily without a wasteful dripping or soiled hands and clothing.

There is good money passing by your store every day that the BOWSER could secure for you. Why not instal one now and get your share of the motorist trade?

S. F. Bowser & Co., Inc.
66-68 Fraser Ave.
TORONTO

The Thermometer is climbing



And as the days become hotter, the need for securely preserving stocks of perishable goods becomes more apparent.

Why depend any longer on the old-fashioned ice box? A good refrigerator is the cheapest in the long run, and a "EUREKA" Refrigerator leads all others in reliability and satisfaction-giving.

Thousands of satisfied users throughout the world endorse our claim that the Eureka is the most scientific and satisfactory refrigerator on the market.

Get a copy of the Eureka catalog. It tells you all about the different models and shows you just the style of refrigerator that would suit your store. Write for copy to-day.

REPRESENTATIVES:—James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.; Ed. Dore, 35 Caroline N., Hamilton; W. J. Armstrong, 14 Euclid Ave., London, Ont., etc., etc.

Eureka Refrigerator Co., Limited
27-31 Brock Ave. 54-56 Noble St. 21-33 Earnbridge St.
TORONTO, ONT.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality

—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY

HAMILTON, ONTARIO

IF IT'S BUSINESS YOU WANT, SIR

H.P. Sauce will surely bring it along—

H.P. is no shelf-warmer, it's no sooner on than it's off again—off again to a good purpose, too, to your customers and to you.

Don't TRY to do without

W. G. Patrick & Co., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.

H.P. SAUCE

Everybody likes "Stop-On" polishes



The materials used and the process of manufacture have produced in "Stop-On" a brilliant, lasting polish that, as its name implies, retains its brilliancy in every kind of weather.

There is a "Stop-On" polish for every purpose—black, tan, ox-blood, nut brown and white.

"STOP-ON" White



is a permanent white dressing which gives absolute satisfaction. Unlike most other white dressings, "Stop-On" will not rub off on the clothing.

Feature these superior polishes. They sell quickly when well displayed.

Strang Bros., Winnipeg



The Wayne Sidewalk Pump

For Gasoline attracts the Trade and keeps it. You never lose a Customer when using a

WAYNE PUMP

Clean Gasoline, Filtered Gasoline and Correct Measure for Your Customer.

Ask us all about it.

Eastern Agents: C. F. Hohlstein, Montreal, Que. Distributors for Canada: National Equipment Co., Ltd., Toronto. Western Agents: D. J. Austin, Winnipeg, Man.; A. H. N. Kennedy, Medicine Hat, Alta.

WAYNE OIL TANK & PUMP CO., Ltd.

WOODSTOCK ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

Griffin and Skelley's

success in

Dried Fruit

has been Quality

Does Quality appeal to you?

You can talk across the continent for two cents per word with a WANT AD. in this paper.



MILES AHEAD OF SOAP.

Biggest Value on the Canadian Market.

10 ounces net weight, 10 cents retail; 16 ounces net weight, 15 cents retail. Wholesale price $10.80, and $14.40 a gross.

GRE-SOLVENT

Instantly dissolves and removes from the hands all kinds of Machine-grease and Grime, Paint, Printers' Ink, etc., etc.

A great Comfort and Time-saver to all who have to face the cleaning-up problem.

It does not chap, roughen or otherwise injure even the most sensitive skin.

A strictly high-grade product prepared for those who want the Best.

Frequently imitated since its introduction in 1903 but never equalled for quality and satisfaction.

ROBERTSONS LIMITED

KINGSTON, ONT.

SOLE CANADIAN DISTRIBUTORS.

If any advertisement interests you, tear it out now and place with letters to be answered.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

ONTARIO

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners and Drug Specialties
12 FRONT STREET EAST TORONTO

ON SPOT
White Beans,
Evaporated Apples
Currants and Raisins

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

If you want some first-class old leaf Tobacco, processed, so that all of that rank smell and taste is taken out of it, put up in five different grades, write
LEWIS WIGLE
LEAMINGTON, ONTARIO

WESTERN PROVINCES

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP
179 Bannatyne Ave. - Winnipeg, Man.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited

THE H. L. PERRY CO.
214-216 Princess Street, Winnipeg
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.
Correspondence solicited.
"Always on the Job"

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

MEN WITH SALES ABILITY.

We have a few desirable openings for men of this type to call on Grocers in connection with Star Egg Carriers and Trays. 63% of the grocers of the country are already using Star Equipment. To men with proven selling ability we can offer an exceedingly interesting proposition.

For particulars, apply
STAR EGG CARRIER & TRAY MFG. COMPANY
1113 JAY STREET ROCHESTER, N.Y.

The
CONDENSED AD.
PAGE
WILL INTEREST YOU

The Reputation and Standing of
Walter Baker & Co.'s Cocoa and Chocolate Preparations



Registered Trade-Mark

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

All of our goods sold in Canada are made in Canada.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out.

Confess

If you are pushing the sale of "cheap" teas, are there not moments when you feel that you are doing something risky?

And if you succeed in persuading customers to buy "cheap" teas, aren't you helping them to start a bad habit? Are they not likely to carry the "cheap" idea into all their grocery purchases?

The grocery trade journals are continually pointing out the wisdom of pushing the sale of the higher grade lines, because they give the highest degree of satisfaction to customers, add to the grocer's reputation, and in the end pay a surer profit. You know yourself that the most prosperous grocers are the ones who are selling the greatest amount of the higher grade lines.

Grocers who are pushing the sale of Red Rose Tea are on the right track. Its uniform high-quality — the Assam-Indian richness of flavor and strength—satisfy the most exacting tea drinkers. And those who formerly used "cheap" teas find Red Rose Tea so much more satisfying, so much better value for the money, that they have an object lesson of the wisdom of purchasing higher grade groceries, which wide-awake grocers can readily turn to advantage.

Red Rose Tea

"is good tea"

It helps grocers increase their sales of higher grade lines.



Your customers will appreciate your thoughtfulness in suggesting **KEEN'S OXFORD BLUE.**

They know from experience that there is no other blue as good as Keen's, hence sales are quick and steady where this world-famous blue is featured.

Keep a display of **KEEN'S OXFORD BLUE** constantly before your patrons.

Canadian Agents:

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO



POPULARITY OF GOLD DUST

means easy sales for you

An enormous demand has been created for Gold Dust because it is a meritorious product, reducing housework to a minimum, and every user is a booster.

You have daily calls for Gold Dust because it is used constantly in the home.

The advertising on Gold Dust runs steadily and constantly throughout the year, making new customers for you.

The popularity of Gold Dust means more sales and profits to you if you display it in your store. Have you an ample supply on hand?

THE N. K. **FAIRBANK** COMPANY

LIMITED

MONTREAL

"Let the GOLD DUST TWINS do your work."

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

VOL. XXX TORONTO, MAY 12, 1916 No. 19

Word "Maple" Absent from the Label

Although Invoice Called for Maple Syrup Yet Manufacturer Would not Designate It as Pure —Some Interesting Correspondence Between Canadian Grocer Reader and Wholesale Grocer—What Government Has to Say—Present Law Reiterated

FROM the attached correspondence it will be seen that the maple syrup question is still a difficult one for the trade to exactly comprehend. The following letter was received by Canadian Grocer from a firm of general merchants in an Ontario town:

"Editor, Canadian Grocer.

"Dear Sir,—In an article in a recent Canadian Grocer a big future is predicted for Canadian maple syrup and sugar. You will note in enclosed letter how one wholesaler is trying to boost the maple syrup trade in this locality. This firm's representative calls on us every other week, and we very seldom buy from him. However, in this particular case we ordered maple syrup. The firm's invoice called for Maple Syrup, but the label on the bottle only called for 'Pure Syrup.'

"Now is this not an easy way to sell inferior goods and get away with it, even it might not be such in this case? The enclosed is a reply to our letter asking this firm to guarantee us the syrup above mentioned.

"If you have anything to say about this case through your paper kindly do not mention any names. We would certainly like to read an article in Canadian Grocer about this case, as there are others, no doubt, who are in the same position as we are.

"Yours very truly,

"————————."

* * *

The Wholesaler's Viewpoint

It will be noticed the general merchant received a letter from a wholesale grocer in reply to his, regarding the purity of this shipment of alleged maple syrup. The reply of the wholesale grocer is herewith appended:

"Gentlemen,—Replying to your favor of the 25th, in which you ask us to guarantee you Pure Maple Syrup, in the syrup we shipped you on March 16th. We would say that we do not guarantee this as Pure Maple Syrup. This syrup is put up by ——, of ——. Last year their label called for '—— Pure Sap Syrup.'

"The law in the meantime changed, and, while they claim they have not changed their syrup in any way, still, according to the present law they cannot brand it as 'Pure Maple' syrup. The law is now that there has to be a certain amount of ash and lead matter in the syrup to pass the Government standard. They say they filter all their syrup, which removes all this ash and lead matter, which really is only a sediment, and then when they have removed it, the Government says it is not 'Pure Syrup.' At the same time, before this sediment is removed, the Government will pass it as 'Pure.' Therefore, they do not sell to us —— syrup as 'Pure Maple' syrup, nor do we sell it as 'Pure Maple' syrup on this account, although as above stated, they have told us in different letters the syrup is exactly the same as they were selling last year, and at that time they branded it 'Pure Maple' syrup. No doubt if the public knew that —— syrup, although not sold as 'Pure,' was a pure syrup with all sediment and impurities filtered out, they would buy in preference to the other lines that are branded 'Pure,' and which have these impurities left in. We hope we have made this matter clear to you, and, while we do not sell this syrup as 'Pure Maple' syrup, by testing it for yourself you will find it is equal to any syrup branded as 'Pure' on the market.

"Yours truly,

"————————."

* * *

What Chief Analyst Says

As this is a matter of more or less technical character, Canadian Grocer submitted it to the Chief Analyst, Prof. A. McGill, of the Inland Revenue Department at Ottawa. Mr. McGill was asked to look over the correspondence and express his opinion on same. His reply is as follows:

"Editor, Canadian Grocer,

"143-153 University Avenue,
Toronto, Ont.

"Dear Sir,—I have yours of the 6th instant, enclosing interesting correspondence relative to maple syrup. It would appear that manufacturers of a mixed syrup, while unwilling to take the risk of offering this as pure or genuine, are quite willing that the purchaser should regard it as such. There is a contemptible readiness to take advantage of ignorance, and to prey upon it, which can only be successfully met by intelligent buying. Such statements as "The law is now that there has to be a certain amount of ash and lead matter in the syrup to pass the Government standing." and "We filter all our syrup, which is really sediment, etc.," are possibly made in ignorance of the facts, but more probably made to mislead.

"The truth is that no amount of filtering will remove the so-called 'ash and lead matter' from maple syrup. This

WHAT THE LAW SAYS

Readers of CANADIAN GROCER *have several times been made familiar with the law in regard to maple syrup. Probably there are some new readers who do not quite appreciate the fact that no syrup can be sold with the word "maple" on the label unless it is absolutely pure. That means that compound maple syrup and maple syrup mixtures are not allowed to be sold no matter whether the label states they are "compound maple syrup" or "maple syrup mixture." All "maple" syrup must be pure. The same applies to maple sugar as well as to honey.*

material is really **calcium malate**, and is characteristic of maple products. It does not exist in ordinary sugar, and when articles sold as maple sugar or syrup are found to contain no calcium malate, or less than a standardized quantity, it is because they are not genuine goods. "Yours truly,

"A. McGILL, Chief Analyst."

How a Retailer Was Fooled

This correspondence shows the necessity of the retailer being very careful in his buying. An instance somewhat similar has come to our attention from a different source. A certain retailer was showing some bottles of, what he considered maple syrup on a display stand in his window, with the sign on it "Pure Maple Syrup." A customer was attracted by the display, but happened to notice that the label did not say the material inside was maple syrup. This label indicated that the contents were simply "Pure Syrup." He took the matter up with the grocer, who was exceedingly surprised to find that the label did not read "Pure Maple Syrup." He said he had purchased it as such, and was selling it as such, although he had not read the label. He immediately destroyed the show card and returned the shipment, as his invoice had called for "Maple Syrup."

Paint Analysis Discussed

Grocers' Section of R.M.A., Toronto Branch, Want Matter Followed Up—General Meeting Called for Monday Night—Picnic to Cobourg Again This Year.

TORONTO, May 11.—(Special).—The article which appeared in Canadian Grocer issue of April 21 in reference to the "Analysis of 33-cent Paint," sold by the T. Eaton Co., has created a great deal of interest throughout the country. At the regular monthly meeting of the Grocers' Section of the R. M. A., Toronto Branch, on Monday night, Robert Dowson referred to this article, and pointed out the service that Canadian Grocer had rendered the trade in publishing the facts brought out by the analysis of the paint made by the Dominion Government analyst. Chairman F. C. Higgins also appreciated the publicity given the matter by Canadian Grocer. The merchants thought that it was of sufficient importance to follow up, and on the motion of W. J. Nichol, the Toronto Branch of the Retail Merchants' Association was requested to call a meeting to specially discuss this question of paint analysis. D. W. Clark, who is a member of the Grocers' Section, and also president of the Toronto Branch, immediately decided to arrange the meeting for Monday night, when representatives will be there from the various trades.

The grocers have decided to hold their picnic this year to Cobourg by steamer Turbinia, the date selected being Wednesday, June 14. The picnic committee consists of the following: D. W. Clark, J. Milton Cork, Jerry Burns, F. C. Thorne, Donald McLean, Neil Carmichael, W. J. Parks, Donald Nicolson, Robt. Dowson, W. J. Nichol, J. S. Bond, David Bell, F. C. Higgins, T. A. Grimes and Mr. Black.

W. J. Nichol reported on the association getting out a R.M.A. brand of meat sauce. He stated he expected this would be ready to be placed on the market about Monday next.

E. M. Trowern, secretary of the Dominion Board, was present, and told of some work being done in connection with getting manufacturers to adopt the Contract Selling Plan of placing their goods on the market. One of these firms was the Canada Sauce & Vinegar Co. of Toronto, which was represented at the meeting by W. W. Leith, who described this Contract Selling Plan so far as his firm was concerned.

The opinion was expressed by Robt. Dowson that we may see many high prices on groceries even after the war has concluded. Mr. Dowson was in South Africa at the conclusion of the Boer war and stated that there it took some seven or eight years for prices on meats to get back to normal, and the same applied to many other lines.

By courtesy of the Welch Grape Juice Co., the members enjoyed refreshments at the conclusion of the meeting.

Roll of Honor

Pte. Robert R. Branciere, 15th Battalion, has been twice wounded in action. At Langemarck he was wounded in the hands and chest, and now word has been received that he is in General Hospital No. 13 at Boulogne. He was taken there on April 25th, suffering from a gunshot wound in the ribs. He was employed with Perkins, Ince & Co., wholesale grocers, Toronto, when he enlisted, and had been in the 48th Highlanders a couple of months when war broke out.

A. McGrath, a traveller for H. L. McKinnon Co., wholesale grocers, Winnipeg, enlisted with the Bulldogs last week.

Pte. Ernest H. Sproule, of St. Thomas, Ont., reported seriously wounded recently, has since died of his wounds in St. John's base hospital, Etaples, France, according to official word received by his parents in London, Ont. Pte. Sproule at the time of his enlistment in St. Thomas with the Second Pioneers was employed by Harding & Co., wholesale grocers, and previously by Steele & Martin, wholesale fruiterers, both of that city. He had been a resident of St. Thomas for about three years. Pte. Sproule was 22 years of age. Pte. Sproule's wounds consisted of gunshots in the head, chest and leg.

AFTER THE BOMBARDMENT

Walter Paul, a Montreal retailer, is the proud possessor of a hastily scrawled letter in pencil and a soiled and tattered newspaper reproduction of his own photograph and that of his store. The whole is now carefully mounted in a handsome frame and given the place of honor in the office.

An extract from the letter which is self-explanatory follows: "Somewhere in France, March 5th—I merely wanted to show you the enclosed Standard clipping of our establishment just as I found it in the wreckage after a bombardment, which will no doubt interest you and the firm."

SERGT. N. F. NELLE.

POTASH FROM SEAWEED

Through experiments with seaweeds in Nova Scotia it is found that they are rich in potash and possess a considerable quantity of nitrogen and phosphoric acid. Seaweeds in their natural state have long been used by farmers of Nova Scotia for manurial purposes, and the fact that they readily decompose when spread upon the ground seems to enhance their value as a possible commercial fertilizer. The Government is now seeking means to dry and grind the weed.

T. J. Kavanagh, of Montreal, for twenty-five years with Matthews Blackwell Co., successors of the Laing Pkg. Co., of Montreal, has bought out their Bleury St. store which he has managed for sixteen years and will operate it under the name of the Kavanagh Provision Co.



Handsome fruit wind w of Walter Paul, Montreal, illustrating the method of increasing sales in this line.

Window Helps $5,000 Monthly Fruit Trade

Recent Artistic Trim Shown by Walter Paul, of Montreal—No Set Design But Nevertheless Beauty of the Display Stood Out Prominently—How Window Was Arranged

From an interview with Walter Paul, M ontreal.

THE Walter Paul grocery and provision store, Montreal, does a $5,000 business monthly in fruit alone, and the above window display illustrates one method by which that happy result is attained.

A feature is made in this case n only of the contrasting variety of the display, which is so arranged as to bring out contrasting colors and shapes of the different fruits, but also the detail and natural richness of each variety. Therefore this little corner of a beautiful window looks like a section of a hothouse. It will be noted that there is no set design worked out here, but rather a studied artistry that by a seemingly careless arrangement of the fruit gives to it all the wild beauty of a cluster of roses hastily stuck in a vase.

* * *

(Editor's Note.—While this display was shown at the Easter season, it is one that presents suggestions for any time during summer season. This illustration should therefore be filed for use later on.)

Expense Account 1916

1916			Sunday		Wages.		Horse etc		Light & Fuel		Credits	
Apr.	3	Repairing Harness 2.00; Wages J.D.C. 9.00			9	00	2	00				
		Wages K...B. 8.00; Wages H.J.D. 5.00			13	00						
"	5	Scrubbing Floor 75¢; Hay — 8.00		75			8	00				
"	7	Light 8.00; Old Cash Register (Sold) 20.00							8	00	20	00

This is a very important account in every business, and should be carefully looked after.

System for Getting at Important Details

Charlottetown Firm Have Much Knowledge That Aids Them in Steering the Ship of Business In Proper Course—How Daily Cash is Looked After—Forms Used Described In Full—Net Profit the Big Essential

Written for Canadian Grocer by member of Coffin & Co., Charlottetown, P. E. I.

IN conducting any business successfully it is essential to have a bookkeeping system that will show certain results. What these results shall be depends entirely on what each individual firm wishes to know.

The system here outlined has been used with satisfaction for the past ten years and supplies all the information deemed necessary in order to run a business successfully. Some of the results shown are: Gross and Net Profits from the year's business; Cost per cent of doing business; Turnover, etc.

The books employed are counter check books and loose leaf ledger for retail accounts; wholesale ledger; promissory note book; private accounts book; statements book; daily records book and cash register slips.

Wholesale Ledger.—This book is employed merely as a check against mistakes, that an account may not be paid a second time. Amounts are posted to debit of the different accounts from the bank account, and the cash register "paid out" slips.

The Cash Register.—We employ the cash register to do the work of a cash book. The amount of cash in register in morning plus the cash sales and amounts received on account during the day, should correspond to the amount on hand in the evening less amount paid out. From the "received on account" slips we post to credit of the different accounts, and from "paid out" slips to debit of accounts.

Private Account Book.—This contains proprietor's personal account and expense account of the business.

The "proprietor's personal account," is charged with all monies drawn by him either for living expenses, life insurance premiums, and also investments and speculations which are kept separate from the retail business. The proprietor is credited with his salary and any money put back into the business.

Expense Account.—This includes salary of proprietor, wages, fuel, light, donations (in cash or goods) bags, twine, interest on capital, insurance, repairs, etc., and is credited, when taking stock, with value of bags, paper, twine, etc., then on hand. Customs duties and freight are not charged to expense, but the invoice cash of the goods.

Daily Record Book.—This book contains a record of cash sales and total of amount paid on accounts each day. The total for each month is transferred to statements book.

Monthly Record.—For each year we keep a monthly record of cash receipts as per statements books, being totals from Daily Record Book for each month, mentioned above. This will be seen in the illustration.

While the total cash receipts do not show exactly the turnover of goods for the year, yet in most cases it is near enough on which to base any calculations; in order to find the exact turn-

Carvell Bros.

			Dr.		Cr	
apr.	3	P. M. Statement			200	00
"	15	To Cheque 198.00; Disc 2.00	200	00		

Above shews how pages in the Wholesale Ledger are made out.

over it is necessary to know the total amount of accounts outstanding at beginning of business year and to subtract or add, as the case may be, the difference between this amount and the total of accounts due at end of year. For instance supposing total cash receipts for year were $30,000, the amount due on accounts at beginning of year $1,000 and at close $1,200 the difference, viz., $200, would be added to the $30,000 making the turnover $30,200, or if the amount due at close of year was $800, then the turnover would be $29,800. It is clear that if the outstanding accounts be $200 greater at the close of the year than at the beginning, that the turnover represented by the unpaid accounts is just that much greater than the cash receipts show, for that $200 represents a turnover of goods that is not recorded by cash receipts.

Paid Out

Apr. 3		1916	
Repairing Harness		2	00
Bread		1	50
Wages	J. D. C.	9	00
"	K. J. B	8	00
"	H. J. D.	5	00

Rec'd on Acct.

Apr. 3	1916	
John Jones on a/c	10	00
F. Taylor a/c in full	8	00

These drawings show the operation of the Paid Out and Rec'd on Account forms

Annual Statement-

Assets				
Stock as per Inventory	5000	00		
Cash, on hand	350	00		
Cash, in Bank	600	00		
Bills Rec as per Sheet—estimated good	300	00		
Accounts " " " " "	1500	00		
Furniture per Inventory (allow for depreciation)	400	00		
Barn " " " " "	300	00		
Bags, Twine etc "	250	00		
Expense a/c	5000	00	13700	00
Liabilities				
Accounts outstanding	1200	00		
Bills Payable as per Sheet	2500	00		
Expense a/c	5000	00	8700	00
Net assets Jan 1-16			5000	00
" " " 1-15			4500	00
			500	00
Proprietors overdrawn a/c			200	00
Profit			$700	00

How the annual statement is drawn up.

Annual Statement.—Just how we draw up this annual statement in assets and liabilities will be seen from the illustration.

The foregoing explains the different books and statements used in conducting the business. The most important thing to know is the Net Profit or Loss on the year's transactions. This can be found by making an inventory of the Assets and Liabilities and deducting amount of capital in the business at commencement of year which is a Liability.

The Gross Profits can be got at by adding the amount of the Expense account to Net profits.

How to find the turnover has already been explained.

It is very essential to know what it is costing a merchant to sell goods. This can be arrived at by dividing the amount of Expense account by Turnover for the year. For example, say the Expense account is $5,000, and Turnover $30,000:

(Continued on page 29.)

January 1916

		Sales		Bills		Total	
Apr.	3	50	00	10	00	60	00
	5	25	00	25	00	50	00
	6	75	00	5	00	80	00
	7	40	00	10	00	50	00

Daily cash sales and amount paid on account shown by this form.

1916

	Sales		Bills		Total	
Jan.	1500	00	300	00	1800	00
Feb.	1200	00	250	00	1450	00
Mar.	1700	00	400	00	2100	00
Apr.						

This is record by months of cash sales and money received on account

Proprietor's Personal Account 1916

			Living Cost		Credits		Investments Life Insurance Speculations		Credits	
Apr.	3	Cash 10 Patriotic Fund 50	60	00						
"	5	Mortgage (J. Brown's Farm) 500					500	00		
"	5	Fire Ins. Premium 6 (furniture)	6	00						
"	7	Bicycle (Sold) 10 Ins. Premium			10	00	100	00		
"	8	5 Shares S— @ 95 (Sold)							475	00

This is method for keeping track of proprietors' personal accounts.

CANADIAN GROCER

ESTABLISHED 1886

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THE MACLEAN PUBLISHING COMPANY
LIMITED.

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H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

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ALL FRUITS PROMISE WELL

IN last week's issue considerable information was given on the prospects for the fruit crops this coming year. More definite information has since been secured from one of the large canning concerns which receives reports frequently from various districts throughout the Niagara Peninsula. In summing up their information this company has reached the following conclusions in regard to various fruit crops:

The strawberries have wintered well with prospects of a good crop; of course we have to contend with the May frosts which may seriously affect the yield later. The acreage is about 20 per cent. over 1915.

"Red raspberries, black raspberries, Lawton-berries, gooseberries and currants—the canes have wintered exceptionally well and as they rarely ever are affected by the frosts, at present they promise a good yield.

"The peach outlook is decidedly good with the exception that the Spring has been very backward and wet. In some cases the growers will be unable to spray and in any event will be quite late in finishing which may lead later on to curl leaf in the Alberta peach and as the Alberta peach is about 35 per cent. of the peach crop, might affect the yield considerably.

"The pear, plum and apple crop in 1915 was a light one and they all show a good bloom and prospects of a good crop.

"The grape crop being almost an entire failure last year has every symptom of being a good crop, the canes are good and well wintered."

This information bears out what CANADIAN GROCER published a week ago. Everything so far looks to splendid crops of fruit and if no frosts and if prolonged wet weather does not interfere with them between now and maturity, we should see a heavy fruit production this year with comparatively low prices. As already stated, however, the high price of sugar is bound to interfere with the home canning. Large canners and fruit preservers, no doubt, purchased their sugar early in the spring or during the winter when the price was $1.50 per cwt. or more lower than it is to-day. They will, therefore, be in a position to pack their fruits at a fairly reasonable cost, although when shortage of labor is taken into consideration as well as the high price of sugar even at the figure existing in January, this is bound to make manufacturing costs greater than a year ago and much greater than before the war.

ADVANTAGES OF KNOWING THE GOODS

IT is an invaluable asset for any merchant to know all about the goods he handles. He should know why the goods he carries are better than other makes. He should have some knowledge of the manufacture of the goods. If a man under these conditions asks for inferior or cheaper lines one can without offence convince him why it pays to buy the best.

Live salesmen and live merchants have often to meet the possibility of not having the article for which their customer called. It is good business policy to introduce the customer to new articles and their uses. When done tactfully this often leads to excellent sales. It is the man who simply waits on his customers and hands them out the goods in a stolid, automaton sort of way that never increases his business very rapidly. The clerk in this condition never gets beyond the clerk stage.

THOSE SUGAR ADVANCES

SUGAR continues to advance and may go much higher, but apparently the time for speculation has passed, as the market is out of hands of men. Events must fix it, and they are in the uncertainty of time.

The most recent contributing factor in the rising market appears to be that at the present rate of export to Europe, in face of a damaged crop, America will be short of sugar for actual needs. Raws have responded by steadily firming up and refined has followed as a matter of course. Ship shortage and a score of lesser factors, contribute to this result. But the basic factor is the inexorable working of the law of supply and demand. Presumably little relief may be looked for while the war is on. In any event a forecast would be impertinence. The matter is, so to speak, in the lap of the Gods.

COLLECT FACTS REGARDING TRADE

With the object of assembling and collating information bearing upon the new trade situation created by the war, the Ottawa Government has appointed a war trade committee. The new committee, which has been created by order-in-Council, is to be purely inter-departmental and will consist of Sir Joseph Pope, Under-Secretary of State for External Affairs; John McDougald, C.M.G., Commissioner of Customs; F. C. T. O'Hara, Deputy Minister of Trade and Commerce, and one other, the committee having power to enlist the co-operation of certain other officials. Trade conditions as they exist now and as they will probably be at the conclusion of the war will be dealt with in the light of information collected by the War Trade Committee.

GOOD PROSPECTS FOR CHEESE MEN

PROF. G. G. PUBLOW, chief dairy instructor for Eastern Ontario, delivered an optimistic address on the season's outlook at the annual meeting of the Brockville Cheese Board. Reports received by him from his staff of instructors indicate that about 900 factories and 50 creameries will be in operation this year, the greater number of which are now running. There have been extensive improvements to the equipment of the factories generally, and upwards of fifteen modern buildings are now in course of construction to replace those not considered fit to keep pace with the demands of the trade.

The volume of output promises to be larger from the fact that the farmers start the spring with larger herds than a year ago and the fodder make is correspondingly heavier, notwithstanding that the season on the whole may be taken as slightly backward owing to the absence of warm rains. Still, the grass prospects of Eastern Ontario are good—so much so, in fact, that a week hence will find the cows turned loose on the pastures.

Altogether, he states, prospects were never rosier in this eastern district, both for the production of cheese of a superior quality and remunerative returns for the dairyman.

PERSONAL ELEMENT IN SALESMANSHIP

BUSINESS is business—and something else. Upon this something else depends the additional margin of achievement that marks the man who succeeds in a large way from the man who makes a bare living.

That *something else* is the personal element in salesmanship. As far as the selling end is concerned, the clerk who knows the circumstances, the personal qualities and the wants and the peculiarities of his customers is the clerk who will make the most sales, and who will build up a steady line of trade with customers who are good pay and stable in their wants. The salesman who is quick to recall a face or an incident, who is alert enough to offer a timely congratulation or to make a sympathetic inquiry, has a way not only of making friends but of building up a profitable trade.

In this particular, the small dealer has an immense advantage over the larger concern where the cash box is the only bond between the dealer and his customer. The small dealer has an opportunity of studying the lives of his customers with a detail that means his becoming a vital part of their lives and a direct promoter of their welfare. To his customers he is a great deal more than a mere functionary. He does far more for them than handle so much tea and sugar. In a score of ways that circumstances only will bring out, he stands to them in the capacity of adviser and helper. The salesman who knows his customers will aim to render them a little better service each time they favor him with their trade. The result follows that because he knows the necessities of customers who first favored him, he soon comes to know what all healthy minded customers require and finds that his trade expands every month. In this way he discovers his diamond among the customers whom he has won by service well rendered.

EDITORIAL NOTES

THERE appears to be no end to the sugar advances. If they continue, the housewife will not likely "put down" much fruit this season.

* * *

WHEREVER housecleaning is in vogue, there should be a good opportunity these days to sell cooked meats, pork and beans, quick desserts, etc. The women-folk won't have much time to do the usual cooking.

Saskatchewan Retailers in Session

Dispatch From Canadian Grocer Representative States Convention in Regina This Week Has Dealt With Many Vital Questions—Good Attendance of Western Retailers Present—Full Report Next Week.

DISPATCHES from representatives of Canadian Grocer who have been in attendance at the annual convention of the Saskatchewan Retail Merchants' Association in Regina this week state that a most successful gathering of western merchants has been held. The sessions were held in the Regina City Hall and a large number of Western retailers were present. Very valuable discussions took place on matters relating to the retail trade and resolutions were passed dealing with important phases of the retail trade.

The convention proper commenced Tuesday morning, and in the afternoon addresses of welcome were given by His Worship the Mayor; W. G. Styles, president of the Regina Board of Trade; J. J. Polson, president of the Regina branch of the Retail Merchants' Association.

Among the speakers present were H. O. Roberts of Minneapolis; W. H. Ault, of the Department of Agriculture, Ottawa; Professor R. H. Baker, of the University of Saskatchewan; and J. L. S. Hutchinson. H. O. Roberts addressed the convention Tuesday evening on the subject of "Co-operation for Credits and Cash," and Wednesday evening on "Community Interests."

During the convention meetings of the various trade sections were held as follows: Tuesday, 3 o'clock, meeting with wholesalers; Wednesday morning, nine o'clock, grocers' trade section; Thursday morning, 9 a.m., hardware trade section.

The annual meeting of the Retail Mechants' Mutual Fire Insurance Company was held Wednesday morning at 10.30 o'clock. Election of officers for the ensuing year took place Thursday afternoon, and the same evening the convention was brought to a close with a complimentary banquet to the visiting delegates.

Provincial Officers

The provincial officers of 1915-16 were: President, G. A. Maybee, Moose Jaw; first vice-president, W. W. Cooper, Swift Current; second vice-president, H. D. Macpherson, Regina; treasurer, J. L. S. Hutchinson, Saskatoon; secretary, F. E. Raymond, Saskatoon; organizers, J. M. Brayley, G. W. Anderson.

The programme of the convention was as follows:

Tuesday Sessions

9 o'clock.—Registering of members.

10 o'clock.—Resolution committee met in the Board of Trade rooms.

2 o'clock—Address of welcome by His Worship Mayor Cowan, Mr. W. G. Styles, president, Board of Trade; J. J. Polson, president Regina Branch, Retail Merchants' Association.

3 o'clock—Meeting with wholesalers.

4 o'clock—President's address. Reports. Appointment of committees.

8 o'clock—Address by Mr. H. O. Roberts, Minneapolis, Subject: "Co-operation for Credits and Cash." Discussion.

Wednesday Sessions

9 o'clock—Meeting of grocers' trade section. Address by Mr. W. H. Ault, of the Department of Agriculture, Ottawa, and Prof. R. H. Baker, of the University of Saskatchewan.

10.30 o'clock—Annual meeting of R. F. Ins. Co. President's address. Reports Election of directors. Reception and consideration of resolutions.

2 o'clock—Mail order competition. "How to successfully combat mail order competition. Address by Mr. J. L. S. Hutchinson. General discussion.

8 o'clock—Address by Mr. H. O. Roberts, of Minneapolis. Subject: "Community Interests."

Discussion of address.

Thursday Sessions

9 o'clock—Meeting of hardware trade section. Address by Mr. H. O. Roberts, of Minneapolis. Reception and consideration of resolution.

2 o'clock—Reception and consideration of resolutions.

4 o'clock—Election of officers.

8 p.m.—Complimentary banquet to visiting delegates. Dinner followed by an informal, special evening. Representative after-dinner speakers were present.

At Home

The ladies of Regina were "at home" to the visiting ladies in the lounge room of the Canada Club, Westman Chambers, Rose street, Wednesday afternoon at 4.30.

Aims and Objects

To protect the commercial interests of all classes of retail merchants.

Initiating legislation favorable to the retail trade and opposing legislation detrimental to its interests.

To enlist the co-operation of manufacturers, producers, wholesalers and retailers in securing better trade conditions.

Simplifying the collection of accounts and the elimination of bad debts, and to otherwise reduce the cost of doing business.

Things Accomplished

A few of the things already accomplished by the retailers of the province in legislation are:

Secured a Small Debts Act, through which a merchant can collect accounts at minimum cost.

A Food and Supply Bill, making accounts for necessities of life preferred claims.

Second amendments to the different Municipal Acts affecting hawkers and peddlers and transient traders.

Successfully opposed several items of legislation detrimental to retailers' interests would otherwise have become law.

A full report of the convention will appear in this paper next week. Our own representative is in Regina covering the convention.

U.S. TEA STANDARDS FOR 1916

Under date of March 7, 1916, William G. McAdoo, Secretary of the Treasury, published a copy of an act entitled "An act to prevent the importation of impure and unwholesome tea," approved March 2, 1897, and of the regulations adopted thereunder, for the information and guidance of officers of the customs and others concerned. These regulations took effect on May 1, 1916, except as to teas shipped from abroad prior to that date, which will be governed by the regulations for the year 1915. The standards for the year 1916 selected by the board of tea experts are as follows, being the same as 1915:

1. Formosa Oolong.
3. Congou.
4. Ceylon (used for India).
5. Gunpowder, green.
6. Young Hyson, green.
7. Japan, pan fired.
8. Japan, basket fired.
9. Japan, dust.
10. Scented Orange Pekoe (used for capers).
11. Scented Canton.
12. Canton Oolong.

COFFEE ADVICE FOR THE RETAILER

Senator Vardaman, of Mississippi, states the Oregon Merchants' Journal, says he likes his coffee "strong as faith, sweet as love, black as the devil and hotter than hell."

Vardaman is one of the most picturesque and compelling men on the stage of action. He likes good coffee. So does every other red-blooded man in the world. To win a big man's respect give him a good cup of coffee.

Then get this fixed in your mind: Coffee makes an appeal to customers of the grocery store. If you cultivate the good-will of coffee users they will buy your coffee. The only way to cultivate that good-will is to sell good coffee. If you sell coffee, teas, baking powder, spices, etc., you will make money, and that is the incentive for being in business.

The Law on Early Closing

How to Secure the Municipal By-Law—Seventy-five Per Cent. of Merchants Must Sign—The Case of the Man With Two Businesses in One—Assessing Merchants a License Fee.

Written in answer to query of "Country Merchant."

A reader of Canadian Grocer sent in the following letter:

Editor, Canadian Grocer.—We have six stores in our village, five of which close in the summer at 6.30 p.m. by mutual consent. One general merchant who runs a bakery in connection will not close, and says he cannot be made to close his store, as he is a manufacturer of bread. Kindly let me know if he can be compelled to close by by-law or otherwise, and how we would go about it?

COUNTRY MERCHANT

There are two points raised in this letter, broadly. The first is as to the method of securing a municipal by-law which shall have for its aim some measure of closing a certain class of store.

So far as this is concerned the Factory, Shop and Office Building Act in the Second Revised Statutes, Ontario, 1914, provides, that if an application is presented to a municipal council by a number of merchants, praying for the passing of a by-law requiring the closing of any class of shop situated within the municipality, and three-quarters of the merchants of that class (that is grocers or butchers or bakers or men's wear or booksellers or any others) signed for the closing of the shops, the by-law shall be discussed by the council and automatically become law within a month of the presentation. Very obviously the thing to do therefore is to see exactly how many merchants selling one particular class of goods are in favor of the measure which is sought.

As to Petitioning

The letter which heads this article comes from a grocer and deals with the closing of grocery stores in the village. The way which he would go about it, therefore is to test out the feelings amongst other grocers in the village and if three-quarters of them are in favor of a certain closing hour, and the fact is recited in a petition to the town council and 75 per cent. or more merchants sign their names to it, then within a month it becomes law. If and when such a measure becomes a municipal law all members of the trade affected in that village must close at the time prayed for in the petition. No one may remain obdurate and keep his store open after the closing hour agreed upon by 75 per cent. of the trade. That is evident by the meaning of the law.

The writer of this letter, however, intimates that at present there is no by-law effective in his village. He states that there is a closing hour in effect so far as five out of the six stores in the village are concerned whereby the stores shall close at 6.30 p.m. One store stands out and remains open. The most important point about this is that at present the only agreement is one of mutual consent and not a by-law, therefore the sixth man has a right to remain open. A by-law would have to be secured if the five merchants wished to make the sixth close at the same hour.

The Case of Two Businesses

Another important point is raised, however, and probably this is really the subject of the letter, that is, as to whether the fact that the sixth man runs two businesses in one would excuse him from complying with an early closing agreement. He cannot be compelled to comply with any early closing agreement—that is an agreement by mutual consent.

So far as a by-law is concerned a particular clause of the Factory, Shop and Office Building Act. Text 84, which refers to this point says:

> "A shop in which a trade of two or more classes are carried on shall be closed for the purpose of all such trades during the hours in which it is by any by-law required to be closed for the purpose of that **one trade which is the principal trade carried on in the shop.**"

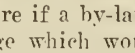
The words in heavy type bring out the crux of the matter. Shearing it of all its legal verbosity, it means simply this: The store in question has one principal trade on which it depends for its revenue more than for any other. Evidently from the letter quoted above, this trade is the grocery trade. The man referred to is a grocer first, and a baker, afterwards. Therefore if a by-law were passed in the village which would make all grocers close at 6.30 p.m., this man who has a grocery store and a bakehouse in one would have to comply with the closing by-law because the grocery end of the business is his big business, his "principal trade." Evidently he could not evade the issue by saying that he is a manufacturer of bread. He is, but his main business is groceries. There is no exemption from the statute for bakers under these circumstances. If he were a baker alone and only that and did not handle groceries at all he would not be required to close unless there were a by-law passed making all bakers in the town close at a certain hour. He is, apparently from the letter, a grocer first and a baker second, and under the first category, he is within the scope of a municipal by-law if such were passed. If, also, he were a baker first and a grocer second, that is if the bakery end of his trade were the principal trade he carried on, he would not then come within the scope of any by-law affecting grocers.

Therefore the outstanding thing which our correspondent should seize on is to find out which is the man's principal trade and if it is as the letter appears to make it, the grocery trade, he should, if he so desires, get the other four stores with him to secure the passing of an early closing by-law.

Since five out of six have already agreed to close their store at 6.30 p.m., that is already a percentage of over eighty, (the percentage required is only 75) so that the five merchants agreeing will be sufficient to secure the passing of the by-law, which would compel the sixth man, were he a grocer, to close his store at the same hour.

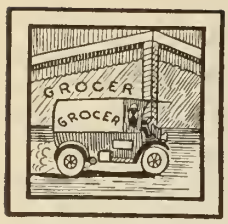
May License Merchants

Apart from what this regulation of the Shops Act apparently means, there have been cases where magistrates have refused to make convictions when certain merchants were brought into court for alleged violation of the by-law. It should also be remembered that the municipal council has the right under the Act to license merchants to bring them directly under the council's control. The license fee is usually only a nominal one, of say $1, but authorities claim it insures the carrying out of the early closing by-law to the letter.



G. E. Perrett of Blaine Lake, Sask., grocer and confectioner is succeeded by K. L. Pollard.

All the merchants and business men of new Wolesely, Sask., have arranged for a weekly half holiday on Thursdays, from May 15 to Aug. 15, except during those weeks in which a Dominion holiday occurs. The first half-holiday will be on Thursday, May 18.



THROUGH OTHER SPECTACLES



CO-OPERATIVE SOCIETIES AGAIN ESCAPE

From "Grocery," London, Eng.

It is a testimony alike to the financial stability of the nation, and to its determination to go on with the war whatever the cost, that the latest war budget, introduced by Mr. McKenna, should have been received with very little opposition, except on minor points, and that the total taxation of over £500,000,000 is being faced by the country with cheerful complacency.

But while we congratulate the Chancellor on the fact that he is receiving no open objection to the taxes he proposes, it would be idle to deny that among a very large section of the trading community there is a feeling—hardly of disappointment, perhaps, but rather of disgust—that co-operative stores are once more allowed to escape their fair share of taxation, and are thus maintained in a privileged position as compared with the private trader. We have referred to this matter so fully and so often that nothing is to be gained by recalling at length the arguments—incontrovertible as they appear to us—in favor of bringing these trading concerns into line with others, and at a time when the Chancellor does not disdain to budget for an extra 1½ millions from cocoa, one-third of a million from coffee, or a couple of millions from matches, it seems strange to the detached observer that he should shut his eyes to £2,500,000 or more waiting to be gathered from the enormous profits which these societies earn. Why does he not rope these millions in?

The fallacious reason officially given is that the profits of these societies are not really profits at all, but are merely excess charges returned to members after payment of management expenses. That, however, is so thin an excuse as to be readily seen through, and has been exposed and controverted over and over again. Its only possible justification could be found if the societies traded only with their own members, but everyone knows they do nothing of the kind, and the Government must know it as well as anyone, since it has itself favored them with considerable war contracts. The real reason why they continue to escape equal treatment with other traders is not that the Government really think they make no profits, but because they are afraid of their lives to tax them. They don't want to lose the support of the co-operators in the country—that is the plain truth. The political limpet still thinks more of votes than victory, and is more concerned about the preservation of his own salary than the conservation of national wealth, either in lives or in specie. And just because certain party politicians—apostles of worn-out creeds and discredited doctrines—can see the red light in the distance, and are trembling for their political existence in a little while, the figure of Justice must not only be blindfolded, but if necessary buried. At all costs votes must be preserved. And this in the middle of the greatest war in history!

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MONEY RATES FOR THE WEST

Winnipeg Free Press.

Country merchants of Manitoba were in session during the present month, forming an association which will become the buying agent for all its members, and which will render a most important service in other respects. The formation of this association may suggest something to the large mortgage companies of this country.

In the early days of Canada's history, many retail merchants conducted their business in certain lines in a very simple way. Instead of adding a certain percentage to the wholesale price of their goods, such as 33 1-3 per cent., which would have required some figuring, they doubled the wholesale price, so that a 75c article would sell at retail for $1.50. The country merchant, however, sold largely on credit, and as was inevitable, sustained large losses.

In the course of time the department store with its mail order business made its appearance. The retail merchant, unfortunately for him, was in a very vulnerable condition. He was, in fact, so open to attack that he invited it. The mail order business has thriven, not because of its strength, but because of his weakness. Canada cannot, however, afford to lose the country store. There are many reasons why it and the country town ought to be preserved. They, in fact, must be preserved, and the organization of a strong association of country retail merchants to buy goods in large quantities at low prices is a step in the right direction.

The parallel between the position of the country retail merchant and that of the mortgage company is by no means a perfect one, but there is a partial correspondence which it is desirable to point out. The country merchant in earlier years bought an article for a dollar, and sold it for two. The mortgage company gets money in Britain at four per cent. and loans it in Saskatchewan at nine. The country merchant was in a position where he was very open to attack, and the mortgage companies are in a similar position, and know it. The country merchants got their education from the department store, and are now mending their ways. The mortgage companies are to get theirs from the provincial governments. It was inevitable that the methods of the country store would be changed, and it is just as certain that the present method of loaning money will be altered. It is necessary in this country that money should be both dear and cheap. It must be dear to encourage saving, and to lead the British lender or the American lender to send it to this country. It must be cheap in order to give the borrower a chance. The lender must be well paid, and the borrower must be protected. The way to accomplish this result is to cut out the expense between the lender and the borrower, and this is what the governments are going to do.

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JAPAN AND CHINA TEA SHIPMENTS

From Victoria, B.C., Colonist.

Although the Oriental tea season has not yet opened, various shipments have been filtering through from Japan recently, indicating that the Chinese and Japanese export season will shortly be under way. The C.P.R. liner Empress of Russia, on her last voyage, brought a small consignment of 8,000 chests, the first of the new season's crop, and on her next return voyage she will make a special call at Shimidzu and other ports where tea is largely exported.

Vessels sailing from this coast to the Orient from now on will no doubt carry tea buyers from the United States and Canada who, at the beginning of each season make the trip to Japan and China for the purpose of arranging the year's tea supply for the markets of this continent.

The prospect for this year's tea crop is considered good, although the cold weather and late frosts of March damaged to a limited extent the early tea crop in the southern part of Japan. Apparently the only concern for the producers as well as for the exporters is the scarcity of ships and the enormous rise in freight rates. The scarcity of ships this year will be almost as acute as was the case last year, but the return of the Canadian-Pacific fleet to the trans-Pacific trade will relieve the situation to a great extent.

Shimidzu and other tea exporting ports will shortly be regular ports of call for the vessels of all trans-Pacific lines.

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THE MAIL ORDER OPPORTUNITY

From the Watrous, Sask., Signal.

Any "home merchant" who isn't awake, and fails to tell the people about his wares, should read this startling statement made by the manager of a big Toronto mail order house recently! "We have a bureau whose duty is to read each week the country newspapers. There is not a paper of any consequence in our trade territory we do not get. The bureau looks over these papers and when we find a town where the merchants do not advertise, or where advertisers do not change their advertisements regularly, we immediately flood that section with our literature. It always brings results far in excess of the same effort put forth in territory where the local merchants use their local paper."

* * *

GRIMSBY CLAIMS THIS HONOR

From Grimsby Independent.

The Toronto Globe on Wednesday last issued a special Farming Edition. One of the articles dealt with the canning industry in Canada, and was quite correct with one exception, and that one we wish to correct.

The Globe said:

> The first canning factory in Ontario was started 34 years ago. There are about 120 factories in operation at present, and these give employment to 14,000 people.

In this statement the Globe errs greatly, for the first canning factory in Canada was started over fifty-five years ago.

Fifty-five years ago a man by the name of W. W. Kitchen came to Grimsby and started Canada's first canning factory in the house now owned by W. J. Flett, Main St. west. This factory was run by Kitchen for several years and then was moved to a building on Main Street, at the top of the "Mill Hill," later being turned into a basket factory. During the time the factory was run on the hill, Beverly Nelles became interested in it.

In 1880 Mr. Nelles built the factory on Robinson Street now run by the Dominion Canners, and conducted it for several years.

The present Dominion Canners is thirty-six years old.

The pioneer processor in Canada was "Sike" Moore, who had charge of the processing for Kitchen, his brother, "Boll" Moore, being a can-maker and having charge of the making of all the cans for the factory. In those days all cans were made by hand, charcoal being supplied by W. F. Clarke and the late John Duvall for heating the irons for soldering.

The first canning factory in Canada, as you can see, was established in Grimsby, and Grimsby has been a big canning factory town ever since.



THE CLERKS' PAGE



The Story of the Wet Blanket

By E. A. Hughes

IN a certain town in Canada there was a grocery store which had a wet blanket. The name of the town doesn't matter. Nor, for the matter of that, does the store, since all towns have stores which themselves have one or two "wet blankets."

This particular store I have in mind was a mighty nice store. Its proprietor was a progressive, go-ahead kind of man. His store was a good one, large, light and appealing to shoppers. The windows, changed often, and dressed with care and looking as if the store was proud of them, contained displays that "pulled." The equipment of the store was about as complete as possible, and showed that the proprietor believed in spending money to bring more money.

As to the personnel of the store, it, too, was good. There were three clerks —and the wet blanket The three clerks were efficient, with all that that means. They weren't particularly outstanding. They had no whirlwind brilliance of selling method. But they plodded along, worked conscientiously and cheerfully, and were enthusiastic, for and about the business. In this last they were on the same plane as the "wet blanket." When it came to cheerfulness and so on, however, the "wet blanket" fell down.

Not to keep the reader in suspense any longer the "wet blanket" was a man. He was a grocery clerk, and he had many virtues. He was a hard worker; he knew his business; kept a sort of tab on the markets, and generally showed signs of making a good grocer. There was one thing in his disfavor. He was about the most pessimistic mortal that ever stepped. He was the sort of man that always looked as as if he had immediately returned from one funeral and was on his way to another. His face, most times, was a cross between a thunder-cloud and the business getting expression on the features of an undertaker. He was, always down-in-the-mouth. He used to put over things like this; one of the fellows in the store would say: "Gee, it's a peach of a day. That sun's mighty good."

The "wet blanket" would reply, "Oh yes, it isn't bad for the moment, but I guess we'll have a downpour before night."

Just a little thing like the weather provided scope for his pessimism. Take another instance. One day Johnson, one of the clerks, came in with the news that the town's ball team had whacked that of a neighboring town. Of course everyone was tickled to death, and said so. Every one—did I say? I meant all but the "wet-blanket." He muttered, "Ah, but you wait till they meet the B.....s. I want our team to win, of course, but they'll get trimmed, see if they don't."

Cheerful kind of outlook, wasn't it?

The "wet blanket" carried this blueness into business. He had such a sour air about him, such a down-in-the-mouth sort of expression that by and by customers would rather wait till one of the other clerks got through than be served by the "wet blanket".

His chief hobby horse was the war. A woman would be chatting with him about how things were going at the Front, and he'd say, "Oh, I'm afraid this war is going to last a terrible long time. Can't see that we're getting any further ahead. I s'pose we'll come out on top, but it'll be a long time before we do so." And so on. And so on. Result was, of course, that he communicated some of his pessimism and blueness to his customer.

It was just the same about trade. When things were kind of dull back in 1914, the best bet, of course, was for everybody to keep smiling. Not so the "wet blanket." A woman came into the store and was mentioning how bad things were: that work was slight and money tight.

"Yes," said the wet blanket, "and it's going to be worse." And he nodded his head very sagely. Of course, he made the woman feel about a hundred per cent. worse. Any normal man would have made some cheery remark.

Eventually the "wet blanket" was fired. The boss overheard two customers talking one day. They had just come into the store and everybody but the "wet blanket" was waiting on some customer or other. He was doing nothing. When he asked them what they wanted, they said they'd "wait for Mr. Johnson, there."

Then, said one to the other, "I can't bear that clerk. He's so blue and despondent all the time. Really, it makes me feel blue and despondent myself to talk to him."

"Same with me," was the reply. "When I came in one day and said I had heard the ——— factory had dismissed a bunch of men, he said Yes, there's going to be a lot of starving mouths to fill this winter.' It made me feel quite depressed, to hear him talk that way and to look at his woebegone face."

The Boss heard this colloquy. He knew, of course, of the "wet blanket's" fault, and many a time had he pointed it out to him. That night he called him in to the office at the end of the store.

"You'll have to go, my boy," he said. "I've given you chance after chance to brighten up, but darn it, you don't seem able to. If you stay around much longer you'll infect half my customers. It's no good telling you to brighten up any more. I guess you just can't. You seem to be made wrong. But wrong or right, you must go. I've no kick against the way you work. It's good enough and you work hard. But you're always such a wet blanket on things that really you depress the lot of us here, and the folks that come in, too; so I guess you'd better get your hat."

The "wet blanket" was upset, of course. and that may have been the reason for his next remark. He said, "Gee. this is my bad day. I know it. I'll bet when I get to the house that someone's dead or something."

Bound to look on the bad side, you see. I suppose he's still wet-blanketing somewhere or other, at this moment. But a "wet blanket" never got on yet. The world can't afford to have house-room for a grouch.

W. E. McGaw, formerly western manager of the Western Canada Flour Mills Co., Winnipeg, has severed his connection with the above firm, and will go into the grain business on the Winnipeg Exchange.



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec and Maritime Provinces

A. D. McGillies general produce broker has moved to 137 McGill St. Montreal

The Canadian Northern has established a freight service between Camrose and Alliance Alta.

The Robin Hood Mills Co. have moved their Montreal office from the St. Nicholas to the Board of Trade Building.

E. Denning of the butter and cheese exporting firm of Hodgson Bros & Rowson, Montreal, has returned from a business trip to England.

The name of J. D. Hutchins president and manager director of John Duncan & Co., was inadvertently misspelled in the announcement of the incorporation in last week's Canadian Grocer.

McDonald & Robb flour merchants of Valleyfield, Que., have purchased the flour business of Bruneau & Currie Co., and Jas. Currie has retired from active business. Mr. Robb is a Dominion member of parliament for his district.

Out of town visitors who were introduced on the Montreal Board of Trade during the week are: W. Scott, St. Jerome, Que.; Geo. Goldie, Ayr, Ont.; H. F. Hatheway, St. John, N.B.; Geo. F. Feed, Abitibi, Que.; D. N. Dwyer, Ottawa; M. Neeas, Chicago; A. T. Clough, Ayers Cliff, Que.; J. H. Bourassa, Chicago; W. H. Dwyer, Ottawa.

W. J. Wilson of the travelling staff of S. H. Ewing & Sons of Montreal, celebrated on April 29th with his wife and family his silver wedding anniversary of twenty-five years of married life and incidentally twenty-six years in the service of the firm. There were four generations of the family present as Mr. Wilson is himself a grandfather and his parents with fifty four years of wedded life behind them, were guests of honor at the celebration. Excepting the best man, all of the original wedding party were present.

The 1916 officers of the Halifax branch of the R.M.A. were elected at a recent meeting as follows: President, W. J. Hopgood; first vice-president, George A. Orman; second vice-president, Joseph Wood; treasurer, J. H. Bentley; Secretary, J. Cuthertson Doyle. The question of arranging the date and place for the holding of the annual Convention of the Nova Scotia Provincial Board, as well as appointing the delegates to attend the Convention of the Dominion Board, which will be held in Winnipeg, Manitoba, on July 4th, 5th, and 6th, will be taken up at the next meeting.

Ontario

Wilbur Eddy, a grocer in Toronto for 28 years, at 365½ Yonge St., passed away recently.

Thos. Callicott, a Toronto grocer, at corner of Euclid Ave. and Robinson Sts., died recently from heart failure.

Martin Pantler takes over the grocery business in Galt of W. G. Kay of that city. Mr. Pantler has had fifteen years in the grocery business.

The business men of Arthur, Ont., have agreed to close their respective places of business every Wednesday afternoon from May to September.

Samuel Hisey, wholesale produce merchant, Toronto, has moved from corner of Dundas and Bloor Sts. to 82 Front St., East.

The Brockville, Ont., Branch of the Retail Merchants' Association are approaching the Council to start a Daylight Saving measure.

St. Marys, Ont., merchants will have the Wednesday half holiday during June, July and August, with the exception of June 28, which comes in the same week as Dominion Day.

The name of The Eureka Specialty Co., London, Ont., was inadvertently omitted from list in Canadian grocer of firms which exhibited at the Pure Food Show in London recently.

The Genessee Pure Food Co., of Canada, has obtained a Federal Charter to carry on business in Canada under above name. The capital stock is $25,000 and the head office is in Toronto.

During the past month or so the Retail Merchants' Association, Ontario Branch, have organized in the following towns and cities: Barrie, Bracebridge, Huntsville, Orillia, Midland, Penetanguishene, Grimsby, Hamilton, Brampton, Ridgeway, Weston and Belleville.

E. M. Trowern, secretary of the Dominion Board of the R.M.A., has returned to Toronto, from a trip to the Maritime Provinces. He attended the annual convention of the New Brunswick Association and was present at the annual meeting of the Halifax, N.S., brand at which he gave an address.

Whitby, Ont., is having an exciting time. Meeker's grocery store and McIntyre's hardware store were burglarized again. In the former a dollar's worth of tobacco was taken, and in the latter several small calibre rifles and some cartridges. The work is thought to be that of boys. Entrance was effected by breaking the glass in a rear window. Six weeks ago the same grocery store was broken into and last week the store was again broken into, the window route being chosen.

Western Canada

R. Tewsbury, grocer of Winnipeg, has sold to W. B. Cash of that city.

The national convention of the Canadian Credit Men's Association will be held in Vancouver on June 14, 15 and 16.

The Medicine Hat Mill of the Lake-of-the-Woods Milling Co., has been completely destroyed by fire during the past week with loss of a quarter of a million dollars.

The Codville Co., wholesale grocers, Winnipeg, have decided to open branches at Medicine Hat, Alta., and Prince Albert, Sask., both of which will be in operation about June 1st.

J. C. Lowrie, formerly of Plympton, is now manager of the Portage La Prairie Co-operative Society, dealers in groceries, provisions, and general merchandise, in Portage la Prairie, Man.

At the annual meeting of the British Columbia branch of the Canadian Credit Men's Association the following officers were elected: President J. P. D. Malkin of W. H. Malkin & Co.; vice-president, A. C. Stewart, of P. Burns & Co.; board of directors, A. L. McWilliams, C. T. McHattie, A. Brenchley, D. T. Thomson, J. F. Putnam, all of Vancouver, and P. Wollaston of Victoria. The principal speaker of the evening, C. F. Campbell, spoke on "Uniformity in Provincial Legislation." Amongst those present were: W. H. Malkin, W. H. Leckie, A. G. McKenney, H. W. Kent, Jas. B. Thomson, E. T. Harris, J. D. McNeill, E. J. McFeely, T B.. Phepoe, H. W. Berkinshaw, E. Lipsett, G. F. Perkins, A. B. Erskine, Blake Wilson, P. L. Vibert, A. C. Stevens, T. W. B. London, R. M. Haddow, A. P. Slade, D. J. Mair, D. Naysmith, J. M. Ellis, J. F. Harper, W. H. Hargreaves, W. M. Hogg, Rev. Dr. E. D. McLaren, T. B. Balkwill, E. R. Ricketts, R. D. Dinning, J. A. Cunningham and Colin F. Campbell.

Death of Thomas Kinnear

Wholesale Grocer in Toronto Since 1880—Formerly a Retailer —A Demise Generally Regretted.

THE grocery trade in Toronto loses an old and distinguished confrere in Thomas Kinnear, known along Front Street for years as "Tom" Kinnear.

Mr. Kinnear was born in Ballymena, County Antrim, Ireland, on April 15, 1846, and came to Canada with his parents at the age of 17. He began his business career in the employ of Richard Dunbar, well-known grocer of the time, on the old market square. In 1871 Mr. Kinnear established himself in the retail grocery trade with J. W. Lang, under the style of Kinnear & Lang. He has, therefore, been in business for himself for 45 years.

Nine years later he disposed of his interest in this firm to Mr. Lang, and founded the present wholesale grocery business known as T. Kinnear & Company, of Toronto and Peterborough, of which he remained the sole proprietor.

Mr. Kinnear is survived by his widow and two daughters, Mrs. Thomas Eakin and Miss Olive B. Kinnear; and three sons, Harvey S., Thomas H., and A. Roy.

In religion he was a Presbyterian. He was an elder of the Bloor Street Church for a number of years, and prior to that was for many years an elder of Cooke's Church. In both of these churches he was an earnest and conscientious worker. In politics Mr. Kinnear was a Conservative. He was a past president of the Irish Protestant Benevolent Society, a member of the Board of Trade, and honorary governor of the Toronto General Hospital, a director of the Merchants' Fire Insurance Company, and president of the Queen City Vinegar Company.



The late THOMAS KINNEAR,
Prominent wholesaler in Toronto since 1880. Above cut is from photo taken some years ago.

Mr. Kinnear was also a member of the Wholesale Grocers' Guild, where his counsel was always appreciated. His somewhat sudden death, due to an attack of angina pectoris, on Good Friday, has been received throughout the trade with general regret on part of both his wholesale confreres and retailers. His passing marks the third "vacant chair" in Toronto wholesale grocery circles in the past year or two, the other two being Major John Sloan and J. Fisher Eby. All three were long connected with the trade and among the prominent wholesalers of that city.

The funeral of Mr. Kinnear was held on Wednesday afternoon.

SERVICE DEPARTMENT

Editor Canadian Grocer.—Has the color of sulphur anything to do with the quality? We had a customer to-day who would not buy because the color was too pale. Are there different grades of sulphur?

ONTARIO READER.

Edit. Note.—We took this matter up with a wholesale drug house and they advise us that the color of sulphur has nothing whatever to do with the quality, although the bright yellow sells the best. Sulphur all comes from the same source, so that there is not any difference in grade, although it is sold in different forms.

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Editor, Canadian Grocer.—Could you give me any information re a first-class, up-to-date Grocer's Manual? We have been using —— Grocer's Manual, but it is now sadly out of date, and we feel such a book is almost indispensable.

E. R. McTAGGART.

Vancouver, B.C.

Edit. Note.—We would suggest that you get copy of "The Grocer's Encyclopedia," which is handled by the Technical Book Department of the MacLean Publishing Co., Toronto. This is a large book of almost 750 pages, containing many half-tone illustrations, some of them being in colors.

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Editor Canadian Grocer:—"Will you please tell me if the pay of a soldier can be garnisheed for debt?

Canadian Grocer Reader

Editorial Note.—No, a soldier's pay cannot be garnisheed. This is made clear in Militia Order No. 241, issued September 13th, 1915, which states "a soldier's pay cannot be seized for debt and consequently merchants who sell to soldiers on credit do so at their own risk."



J. E. MACFARLANE,
Who has recently been appointed general manager for the Western Canada Flour Mills Co. His headquarters are in Winnipeg.

NEW MANAGER FOR WESTERN CANADA FLOUR

J. E. Macfarlane, who has just assumed his new duties as general manager of the Western Canada Flour Mills Co., with headquarters at Winnipeg, has had 24 years' experience in the milling industry. He was for several years with the Lake of the Woods Milling Co., and joined the force of the Western Canada Flour Mills in 1905. For several years he was a representative of the company in the Province of Quebec; then Eastern manager, with headquarters in Toronto. He also managed the company's domestic trade in the East, besides looking after export trade.

SYSTEM FOR GETTING AT IMPORTANT DETAILS

(Continued from page 21.)

5,000 ÷ 30,000 = 16 2-3 per cent of selling price. Therefore 16 2-3 cents is average cost of selling $1 of goods.

If it is known what the Net Profits and cost percentage of doing business are, these are the essentials. It is nice to know many other features of the business and each firm may add to the system if desired. As for instance a firm may wish to know what profit is being made, if any, on a certain line of goods. This entails more work but is often worth while. But to know what it costs to do business and endeavor to get at least this percentage on as many articles as possible, should be the aim of all who hope to amass the wealth of a Rockefeller.

Sugar, Dates and Peels Up

Two Advances in Refined Sugar Last Week—Canned Vegetables Firming Up — Package and Bulk Dates Higher—Split Peas Trifle Lower—Peach Prices Decline—Japan Tea Market Opens.

Office of Publication, Toronto, May 11, 1916.

CONTINUING its wild career, sugar advanced 35c last week in two advances of 20 and 15c per cwt. respectively. There is no new cause to which it may be put down. It is a result simply of the speculation going on in the States, together with the very heavy buying in which Britain and France are indulging. There is no reason at all why sugar would not go higher yet, and the general opinion of the trade is that we shall see 10c sugar, and that in the no-distant future. There appears to be no logical reason why this would not follow, inasmuch as every successive raise of 10 or 15c for the last six or seven weeks has left the market not a trifle easier in tone, but rather all the more prone to advance again. This is the unusual and to some people inexplicable thing about the sugar market, that no advance, not even a sharp advance, makes the market any more settled or less liable to go higher.

To some extent the firmness and startling strength in hogs which has been a feature of the market for two or three weeks has let up. Live and dressed hogs are a little easier this week, but in the main, hog products have maintained all their firmness and are well supported. This applies to most kinds of cooked meats, to bacons and also to backs. Pure lard is actually a quarter of a cent higher this week.

The situation in eggs is interesting. Deliveries are heavy, although not as heavy for the last couple of months as the corresponding months of last year, and while demand is good, there is a fairly large surplus which is being taken up for storage purposes. An important point, however, is that the price at which eggs are being bought for storing is a couple of cents higher than last year. This indicates, of course, that we shall have higher-priced eggs next winter. If eggs are being stored at present levels, there is no doubt when the public comes to buy storage eggs, they will have to pay more for them than they did last year, when they were actually bought to store at a couple of cents under this year's price. So far as egg production is concerned for the first four months of the year, January and February were ahead of last year. This is chiefly due to the fact that January and February of 1916 were comparatively mild so far as weather goes and the hens were laying better. March and April, however, are below those months of last year, so that the thing is about averaged up from the point of production.

Cheese levels are up about a quarter of a cent this week and firm at that. The opening of navigation has allowed boats to leave Montreal with a good deal of stuff for export which has given a fillip alike to domestic demand and to export. Domestic demand for cheese at present is heavy. As far as export is concerned, inquiries are materializing into orders to a larger extent than has been the case for some little time and this is directly traceable to the opening of navigation.

Two weeks ago CANADIAN GROCER pointed out that butter was on the toboggan and that further declines in creamery were to be expected. The declining tendency was further exemplified last week, and this week in Toronto creamery butter has gone down 2c. The reason is that there is a great deal of creamery being made and notwithstanding an excellent demand the make is larger than the demand therefor. This state of affairs does not exist with regard to dairy butter, but only to creamery. As nobody wants to store this kind of creamery butter, the result is there is more on hand than is necessary. Fodder butter is not yet to hand and therefore there is no storage going on, which, were it proceeding, might take care of the surplus in creamery.

MARKETS IN BRIEF

QUEBEC MARKET.

FRUIT AND VEGETABLES—
- Pineapples decline sharply.
- Oranges firm; apples inactive; new limes affecting lemon sales.
- Celery, tomatoes and cabbage firming up.

PRODUCE AND PROVISIONS—
- Lard ¼c, compound ½c higher.
- Hogs firming up.
- Eggs and butter steady.

FISH AND OYSTERS—
- Fresh fish plentiful and low.
- Trout and B.C. salmon arriving, but very high.
- Halibut declines 15%.

FLOUR AND CEREALS—
- Flour firm and stocks reported low.
- Advances in feeds.

GENERAL MARKETS—
- Sugar and tea firmer.
- Currants up.
- Spices weaker.

ONTARIO MARKETS.

FLOUR AND CEREALS—
- Ontario oats higher.
- Several feeds stronger.
- Cornmeal quite firm.

FISH AND OYSTERS—
- B.C. salmon slow.
- More halibut coming.
- Average demand for fish.

FRUIT AND VEGETABLES—
- Texas onions here.
- Leamington cukes scarce.
- Navel oranges up.
- Radishes a drug.
- Cabbage getting cheaper.

PRODUCE AND PROVISIONS—
- Butter down.
- Eggs selling low.
- Storage prices freer.
- Cheese slightly up.
- Lard prices higher.

GENERAL GROCERIES—
- All dates higher.
- Peach prices down.
- Good buy in canned goods.
- Sugar up 35c.
- All peels advance.

MANITOBA MARKETS.

FLOUR AND CEREALS—
- Higher feed quotations.
- Bran, $20; shorts, $21.
- Mixed chop still quoted $28.
- Slight change in wheat.
- Flour and cereals quiet.

FISH AND POULTRY—
- Situation little changed.
- Fresh lake trout arriving.
- Poultry still scarce.
- Fish more plentiful.

FRUIT AND VEGETABLES—
- Decline in strawberries.
- Cherries also cheaper.
- Navel oranges scarce.
- Valencia oranges coming in.
- Florida tomatoes now $4.50.
- Cabbage firm at 5c lb.

PRODUCE AND PROVISIONS—
- Live hogs quoted $11.
- Higher lard quotations.
- Eggs temporarily firm.
- Cheaper eggs looked for.
- Butter arriving slowly.

GENERAL GROCERIES—
- Sugar now quoted $8.80.
- Still higher sugar expected.
- Molasses continues upward.
- Canned tomatoes rising.
- Rice firm on Pacific Coast.
- Michigan beans coming in.

Quebec Markets

Montreal, May 11.—Business continues to be satisfactory, with a general improvement noted in most cases and an undertone of more confidence in the market, which is, however, restricted in its operation by a tendency towards economy on the part of the buying public as price advances become more generally effective.

Strike of the local transport company's teamsters has interfered with trade during past week, but local firms have met the difficulty by using their own delivery trucks for hauling from the railroad yards. An embargo has been placed on goods shipped to Montreal, the full effect of which has not yet been felt locally. The seed business of the year is about over, and has been fairly good, leaving wholesalers well cleaned up on stocks. Weather has been so unfavorable for seeding operations that possibility of an additional demand is present. Sugar and tea occupy strong position on market.

Flour stocks are reported low and an increase in business is expected. Oat market is stronger, and advances have occurred in feed products. All pork product supplies are very much firmer, and the opening of navigation has affected the feeling in cheese and other lines particularly susceptible to export conditions. Fresh fish are now arriving freely. Wrapping paper has advanced 15c per cwt. following the higher one of a week ago. All condensed milk lines have advanced 15c per case to the level set by some brands some weeks ago, so that the minimum price is now $6. Rope is up ½c and currants 1c. The only important declines of the week were in shelled walnuts, which are down 3c, and in pineapples.

SUGAR.—Very strong feeling ruling in market, following 15c advance of latter part of last week, a total of 35c increase for that week, which makes granulated in 100-lb. bags $8.20 for city and $8.15 for country, with yellows 40c less, and other advances well within the range of possibilities. Trading continues on healthy basis, with speculation absent, as those in a position to do so stocked some time ago, and all other buying is restricted to requirements of the moment, and in a wholesale way these have not yet been curtailed by high prices to the extent in the retail trade. All local refiners are now at one general price level, but some interests indicate their confidence in market by not pushing sales of their product at present prices. Cuban raws in New York are offered at 5¾c and changing hands at 5⅝c, with 6c freely predicted as price for the near future. The large Cuban crop has largely been milled and absorbed by the trade, and some factories there have already shut down and holders of raw stock are in strong position. Export demand continues so abnormal that heavy English purchase of Java stocks have had no appreciable effect on market for Cubas. Limited tonnage continues to curtail receipts of raws in New York.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	8 20
20 lb. bags	8 30
2 and 5-lb. bags	8 50
Extra Ground Sugars—	
Barrels	8 55
50 lb. boxes	8 75
25 lb. boxes	8 95
Yellow Sugars—	
No. 1, 100 lb. bags	7 80
Dark yellow, 100 lb. bags	7 60
Bright yellow, bbls. only, cwt.	8 05
Powdered Sugars—	
Barrels	8 35
60 lb. boxes	8 55
25 lb. boxes	8 75
Paris Lumps—	
100 lb. boxes	8 80
50 lb. boxes	8 90
25 lb. boxes	9 10
Crystal Diamonds—	
Barrels	8 80
100 lb. boxes	8 90
50 lb. boxes	9 00
25 lb. boxes	9 20
Cartons	9 45
Half cartons	10 15
Crystal Dominoes, cartons	9 65

MOLASSES AND SYRUP.—Market remains unchanged in price and the few odd lots that are being received are turned into immediate use, as they have usually been sold before arrival, and although increased shipments are confidently expected later in the month, no definite word has been received here yet as to what extent the situation will be relieved, nor how certainly.

Corn and cane syrup remain unchanged and firm, with a good demand that shows no sign of slackening.

	Prices for Fancy, Island of	Choice, Montreal.
Barbadoes Molasses—		
Puncheons	0 59	0 51
Barrels	0 62	0 54
Half barrels	0 64	0 56

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04½
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 5¼c; ½ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80

DRIED FRUITS.—Currants have advanced 1c, and are now 12½c for bulk and 13½c for packages, and stocks are so light that this factor has had more to do with advance than any active demand. Demand in all lines has been seriously curtailed. Stocks are light, but buyers are holding off, as a large section of trade is waiting in expectation of lower prices, but this condition is far from general, and an equally important and authoritative section of trade confidently predicts a higher range of prices.

Contrary influences are at work on market; the embargo on both canned and dried fruits to Britain is expected to weaken the position of this line, but, on the other hand, raisins, prunes and other U. S. fruits are in strong position. Seeded raisins have been sold on a basis of 6¾c for fancy and 6½c for choice, but market has since gone up ½c lb. Prunes for October shipment have also advanced fractionally 2c a lb. within the last fortnight.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	....	0 09½
Apples, choice winter, 50-lb. boxes	....	0 09
Apricots	0 14	0 15
Nectarines, choice	....	0 11½
Peaches, hoice	....	0 08
Pears, choice	....	0 13½

DRIED FRUITS.		
Candied Peels—		
Citron	0 24	0 25
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	....	0 12½
Filiatras, packages, new	....	0 13½
Dates—		
Dromedary, package stock, old, pkg.	....	0 09
Fards, choicest	....	0 12½
Hallowee, loose, new	....	0 07½
Hallowee, 1-lb. pkgs.	0 07½	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11	0 12
40 to 50, in 25-lb. boxes, faced	....	0 10¾
50 to 60, in 25-lb. boxes, faced	....	0 10
60 to 70, in 25-lb. boxes, faced	....	0 09½
70 to 80, in 25-lb. boxes, faced	....	0 09
80 to 90, in 25-lb. boxes, faced	....	0 08½
90 to 100; in 25-lb. boxes, faced	0 08	0 08
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels, loose, 3-crown, lb.	....	0 09
Muscatels, 4-crown, lb.	....	0 09½
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 10½	0 11
Choice seeded, 16 o. pkgs.	0 10¼	0 10½
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

SPICES.—Market is unchanged in general feature except in increase in undertone of weakness, which is reflecting occurrences on New York market, where prices have generally declined, so that some goods are sold to-day at primary prices or less. Local market is inactive, and retail wants being supplied from wholesale stocks bought before weakness became so general, so that prices here are generally unchanged.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	....—0 16	....—0 09	....—0 23
Cassia	....—0 29	....—0 85	....—0 35
Cayenne pepper	....—0 28	....—....	....—0 35
Cloves	0 30—0 32	....—0 90	....—0 39
Cream tartar—55 to 67c.			
Ginger, Cochin	....—0 22	....—....	....—0 29
Ginger, Jamaica	....—0 25	0 95—1 00	....—0 31
Mace	....—0 80	....—....	....—1 00
Nutmegs	0 45—0 45	....—0 45	....—0 80
Peppers, black	....—0 28	0 85—0 90	....—0 26
Peppers, white	....—0 35	1 15—1 20	....—0 37
Pastry spice	....—0 22	0 95—1 20	....—0 29
Pickling spice	0 16—0 18	....—....	....—....
Turmeric	0 21—0 23	....—....	....—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	....	12-15

RICE.—Market is unchanged and steady and firmness well maintained by a good demand for rice, which is coming forward in good quantities and offered at $4.30 per cwt. for B grade Rangoons. Tapioca is firm and scarce, with no element of change in market to record.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	4 30
"C.C."	4 10
India bright	4 45
Lustre	4 50
Fancy Rices—	
Mandarin, Patna	4 60
Pearl	5 10
Imperial Glace	5 80
Sparkle	6 40
Crystal	5 70
Snow	5 30
Ice drips	5 4

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna—	Per lb.	
Bags, 224 lbs.	....	0 06
Half bags, 112 lbs.	....	0 06¼
Quarter bags	....	0 06¼
Velvet head Carolina	0 08	0 09
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 11	0 12
Seed, lb.	0 10½	0 11

DRIED VEGETABLES.—Market is unchanged and quiet except in beans, for which there is a good steady, active demand, with firmness well maintained in all lines, and more evident since the effect of Government orders for canned goods has been felt in all lines of supply for this trade.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 30	4 45
Canadian, hand-picked	4 90	5 10
Canadian, 5-lb. pickers	....	4 10
Yellow eyes, per bushel	....	4 20
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 00	3 25
Peas, split, bag, 98 lbs.	....	6 00
Barley, pot, per bag	....	3 00
Barley, pearl, lb.	0 04½	0 05

TEA.—A strong tone of increasing firmness prevails on an active market, in which the depletion of stocks bought last fall is becoming the governing factor of general and price increases, which are said to be not yet at an end. Importers are feeling effect of freight rates in orders placed now, and new supplies are not coming forward as freely as was expected. They are paying 8c a lb. more in cases for blacks and Chinas, although their prices to the trade show only about 5c a lb. advance, so that whole effect of prevailing primary prices has not yet been felt by trade. Congoes are up and are firm, and advancing and hard to get. Japan prices are still waiting on opening of market there. Primary market is in better condition than others, but high cost of cardboard, parchment paper, tin, and lithographic supplies, combined with the general advances in blacks and Chinas have added to strength of Japans.

COFFEE.—Market is firm and unchanged in price and steady, with strength well maintained in all lines. Importers are now feeling full effect of the $2 a bag freight rate, which previous early buying had protected them from until the exhaustion of stocks made further shipments necessary. The Rio market still maintains its strength, so that Rios now cost almost as much as Santos, but no large diversion of demand to the latter line has occurred in local market.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 17	0 19
Java, lb.	0 31	0 33
Maracaibo, lb.	0 22	0 23
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 17	0 20
Santos, lb.	0 21	0 23
Chicory, lb.	0 12	0 14

NUTS.—Bordeaux shelled walnuts have declined 3c a lb., and are offered at from 33c to 34c. The wholesale import price declined only 1c about ten days ago, and the increased decline to retail trade is said to be on basis of inactive demand, which requires stimulation. Trade is passing through the quiet month of year, and little business is being done, although an improvement over May of last year is reported.

Almonds, Tara, new	0 15	0 15½
Grenobles	0 16	0 16½
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 33	0 34
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 14½	0 15
Filberts, shelled	0 32	0 34
Pecans, large	0 18	0 19
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 08¼	0 12½

CANNED GOODS.—Market for all kinds of canned goods is unchanged in price. Recently established firmness is well maintained in all lines following heavy trade in stocks between jobbers. This has settled down into regular channels again, but all lines remain in strong position, as stocks in wholesalers' and retailers' hands are greatly depleted, and in some cases actually short of requirements. It is doubtful if old stocks will be sufficient for needs, although arrival of new vegetables next month will curtail demand somewhat.

Salmon stocks on Pacific Coast are said to be exhausted, and it is authoritatively stated that large quantities of 1916 pack have already sold for export on basis of $10.50 for cases of 8 dozen 1-lb. flats best sockeye, and $6.50 for Cohoes (halves), and $3.25 for pink talls. Local stocks are light, and firm feeling rules.

Ontario Markets

Toronto, May 11.—There are reports along the street about a projected move by which the Holding Company controlling canned vegetables shall also take in canned fruits. This report is of direct interest to the trade. Already meetings have been held to discuss the matter, and another is scheduled for some time the latter end of this week. Meanwhile the obstacle to the Holding Company controlling output of fruits is that these are, at present, packed in different ways, necessitating variety of prices for materials, and that they are made up of different quality sugars and are not uniform in quality of fruit. For instance, canned cherries differ in quality of fruit, quantity to the can, quantity of sugar, syrup and so on, and also in size of tin or sealer. So do other canned fruits. Some think that what would have to be done before any company could handle all fruits is to verify and standardize them in these details. This is apparently the present obstacle. It does not apply to vegetables, because these are more or less standardized.

These are the days when the fruit market is the mecca for lots of new fruits and vegetables. Both continue to come in to an ever increasing extent, and, as a consequence, prices are generally on the downward path. There are some new lines in every week, while domestic products continue to be more and more plentiful. Readers should watch the fruit and vegetable market reports these days. A careful study will save money.

Fancy biscuits and the like are quotably higher as time passes—that is, those which come from overseas. One large Irish exporter—Jacobs—will not be in shape to export for some time; the plant was wrecked in the recent riots.

Attention of readers is directed this week to the advances in the prices of dates, both bulk and package. All are up at least a cent. Prices of peels are up, too.

SUGAR.—Market has advanced by two steps of 20c—this was referred to briefly last week—and 15c respectively during the week, and is quoted now on the basis of $8.26. This applies to all sugars except Nova Scotia refined, which is 10c lower. New Brunswick refined, hitherto higher than Montreal refined, is selling to jobbers at the same level. The market is in strong shape. There was a rumor on the street on Tuesday to the effect that raws in New York were on the downward grade; that, in fact, they had eased off something like 15 points on Tuesday afternoon. This we were not able to verify. Indeed, a despatch from New York says that instead of raws dropping 15 points, Cubans withdrew their prices on raws. Be that as it may, locally the market is in strong shape, and we venture to think the next move will be a step higher. There is no reason to suspect a calm. Even the lull which usually succeeds advances is missing, as has been the case after each increase for the last month or two.

Extra Granulated Sugars, Montreal Refined	per 100 lbs.
100 lb. bags	8 26
20 lb. bags	8 36
10 lb. bags	8 41
2 and 5-lb. cartons	8 41
Nova Scotia refined, 1-2-lb. bags	8 16
New Brunswick refined, 1-2-lb. bags	8 16
Extra Ground Sugars—	
Barrels	8 26
50 lb. boxes	8 66
25 lb. boxes	8 96
Powdered Sugars—	
Barrels	8 36
25 lb. boxes	8 86
Crystal Diamonds—	
Barrels	9 81
100 lb. boxes	8 91
50 lb. boxes	9 01
Cartons (26 to case)	9 86
Cartons (50 to case)	10 96
Crystal Dominoes, carton	10 21
Paris Lumps—	
100 lb. boxes	8 91
50 lb. boxes	9 11
25 lb. boxes	9 11
Yellow Sugars—	
No. 1	7 56

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

TEA.—There is no fresh activity at the moment to report, cables anent the London auctions being late this week. Last word from London was to effect that both there and in Colombo a slight declining tendency exhibits itself. This would appear to be a temporary condition only. Situation as to ocean freights grows worse instead of better. Freights from Japan, India, Ceylon and China continue very high, and it looks as if primary levels for new crop teas will be higher. As a matter of fact, just at writing, Japan has opened at about the

same prices as last year, with a very good crop.

Recent letters from England report Indians firm at auction there, with lots of teas offering. Demand has been strong; recent heavy buying has caused no surfeit at all. Ceylons are definitely higher (this is a couple of weeks ago), and strong demand is unceasing.

Locally, there is nothing of interest to report.

SYRUPS AND MOLASSES. — All kinds of corn and cane syrups pursue the even tenor of their way, demand and supply being ordinary. Recent advances in corn syrups have not affected retail buying at all.

As to molasses, there is practically none offering at the moment. Houses here are almost bare of spot stocks. Little is coming, on account of freight difficulties in the West Indies. West India in barrels is quoted by one house at 40, though others keep at 35 to 38. Demand is fair to middling. We in this market do not feel market conditions to anything like the extent of Montreal trade, inasmuch as at no time is there much demand here.

Corn Syrups—		
Barrels, per lb., 4c; ½ bbls., 4¼c; ¼ bbls....		0 04½
Pails, 38½ lbs., $1.95; 25 lbs.		1 50
Cases, 2 lb. tins, 2 doz. in case		2 75
Cases, 5 lb. tins, 1 doz. in case		3 15
Cases, 10 lb. tins, ½ doz. in case		3 05
Cases, 20 lb. tins, ¼ doz. in case		3 00
Cane Syrups—		
Barrels, lb., 4¾c; ½ bbls.		0 05½
Cases, 2 lb. tins, 2 doz. in case		4 80
Molasses—		
Fancy, gallon	0 60	0 65
West India, bbls.	0 35	0 38

DRIED FRUITS.—All dried peaches are down about a quarter of a cent, and we quote on the basis of 7½c to 7¾c for choice, 50-lb. boxes. Demand is not large at present, inference being that the trade filled up in the fairly heavy buying of a month ago.

All peels are up a full couple of cents. Spot stocks are bare, and there is a firm demand right along. Peels are a line that shows little fluctuation so far as demand goes; it is even and unchanged from week to week. Supplies, therefore, rule the market, and these are small. There have been none in since last September, so that stocks are naturally getting low.

Dates are higher, both in bulk and package. Hallowees are up a cent and a half, and we quote 8½c to 9c. Package dates are up to 10c and 10½c. Here again stocks are low and demand is strong.

They are having some trouble, it is reported, out at the Coast in preventing raisins from getting into speculators' hands. That is, the 1916 crop. Prices have been announced, and the association is ready to confirm orders from wholesalers within the estimate of their individual requirements. The association is endeavoring to distribute the raisins as far as possible directly into consumers' hands.

Currants are very firm. Apricots display no new feature.

Apples, evaporated, per lb.	....	0 09½
Apricots—		
Std., 25's, faced	0 12	0 12½
Choice, 25's, faced	0 13½	0 14
Extra choice, 25's, faced	0 14½	0 15
Fancy, 25's, faced	0 15½	0 16
Candied Peels—		
Lemon	0 18	0 20
Orange	0 18	0 20
Citron	0 23½	0 25
Currants—		
Filiatras, per lb.	0 13½	0 14½
Amalas, choicest, per lb.	0 14½	0 15½
Patras, per lb.	0 14	0 15
Vostizzas, choice	0 14¾	0 15½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Pa..ckage dates	0 10	0 10½
Hallowees	0 08½	0 09
Prunes—		
30-40s, California, 25-lb. boxes	0 13	0 13½
40-50s, 25-lb. boxes	0 10¾	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09¼	0 09½
70-80s, 50-lb. boxes	0 08½	0 08¾
80-90s, 50-lb. boxes	0 08¼	0 08½
90-100s, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 07	0 07½
Stds., 50-lb. boxes	0 06¾	0 07
Choice, 25 lbs., faced	0 07½	0 07¾
Extra choice, 25 lbs., faced	0 07¾	0 08
Fancy, 25 lbs., faced	0 08¾	0 09
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	....	0 10
Seeded, choice, 1 lb. packets	0 09¾	0 10¾
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets	....	0 10
Raspberries, black, dried, 25-lb. boxes....	0 40	0 42

NUTS.—Steady movement is visible in most shelled lines, and market would seem to be going higher. Shelled stuff in the main is scarce. Brazils are none to plentiful, and spot stocks of new Brazils are strengthening, though they are not immediately higher. Almonds and walnuts (shelled) are a trifle slow, though trade is showing some interest in futures.

	Per lb.	
In Shell—		
Almonds, Tarragona	0 15¾	0 16½
Brazils, medium, new	0 16	0 18
Brazils, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, bags 110 lbs.	0 14	0 14½
Peanuts, Jumbos, roasted	0 13½	0 14½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14¾	0 15½
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 12½	0 13½
Shelled—		
Almonds	0 45	0 46
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 60	0 65
Walnuts, new halves	0 38	0 42
Broken	0 31	0 32

BEANS.—All grades of beans hold up firmly and continue to be scarce. The farmer simply isn't bothering with them till he gets through with seeding. Prices are all strong and liable to move up, if anything.

Split peas are quoted slightly lower at 5c to 5¼c. Demand is rather off color just now.

Beans, choice primes, bush.	4 40	4 50
Beans, hand-picked, bushel	....	4 75
Peas, blue, busbel	3 50	3 60
Split, lb.	0 05	0 05¼

RICE AND TAPIOCA.—Rice continues to be distinctly an advancing market. New York is quite firm and uneasiness regarding the international situation as it will affect freights adds strength. Locally, there is nothing new, the trade buying hand-to-mouth only. Previous to recent advance they stocked up well.

Tapioca levels are strong. Spot stocks are not heavy, and demand is consistently good.

Rice—		
Rangoon "B," per cwt.	....	4 50
Rangoon "CC," per cwt.	....	4 40
Rangoon, fancy, per cwt.	4 38	6 58
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 11	0 12
Seed, per lb.	0 11	0 12

CANNED GOODS.—All canned fruits are apparently a good buy just now. Sugar is much higher this year than last and labor is scarce for canning factories. There is talk of the Holding Company which already controls canned vegetable securing control of fruits also. (See the introduction to Ontario markets). On the strength of this, several wholesalers are buying heavily, their view being that prices will firm up and advance. In any event canned fruits are a good buy. There will be a big call for them from the consumer this year. Sugar at $8.25 (wholesale) is too dear for the average housewife to put down her own fruit.

Canned tomatoes and canned vegetables generally are a good buy at present. New stock tomatoes is not in till October and November, and that is a long time away. Present price is generally $1.15 to $1.25. This is five cents higher than last week.

MONTREAL AND TORONTO PRICES.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon, Sockeye—		
1 lb. talls, cases, 4 doz., per doz.	....	2 52½
1 lb. flats, cases 4 doz., per doz.	....	2 72½
½ flats, cases 8 doz., per doz.	....	1 57½
Five cases or more, 2½c doz. less than above.		
Chums, 1-lb. talls	....	0 30
Pinks, 1-lb. talls	....	1 20
Coboes, 1-lb. talls	....	1 45
Red Springs, 1-lb. talls	....	2 00
Humpbsck, ½-lb. tins	....	0 50
Canned Vegetables—		
Tomatoes, 3's	1 15	1 25
Peas, standards	0 95	0 97½
Early June peas	1 00	1 02½
Corn, 2's, doz.	0 97½	1 00
Fruits—		Group A
3's Apples, Standard		1 05
3's Apples, Preserved		1 20
Gals. Apples, Standard		3 50
Gals. Apples, Preserved		4 25
Gals. Blueberries (Huckleberries), Standard..		6 50
2's Cherries, Red (pitted), light syrup		1 50
2's Cherries Black, pitted, heavy syrup		1 90
2's Cherries, Black, not pitted, heavy syrup..		1 55
2's Cherries, Red, pitted, heavy syrup		1 90
2's Cherries, Red, not pitted, heavy syrup		1 55
Gals. Cherries, Red, pitted		8 50
Gals. Cherries, Red, not pitted		8 00
2's Blueberries (Huckleberries), Standard		1 55
2's Blueberries, (Huckleberries), Preserved		1 90
2's Cherries, White, pitted, heavy syrup		1 90
2's Cherries, White, not pitted, heavy syrup		1 55
2's Currants, Black, heavy syrup		1 50
2's Currants, Black, Preserved		1 30
Gals. Currants, Black, Standard		5 25
Gals. Currants, Black, solid pack		6 25
2's Currants, Red, heavy syrup		1 50
2's Currants, Red, Preserved		1 30
Gals, Currants, Red, Standard		5 25
Gals. Currants, Red, solid pack		8 25
2's Gooseberries, heavy syrup		1 50
2's Gooseberries, Preserved		1 80
Gals. Gooseberries, Standard		7 25
Gals. Gooseberries, solid pack		8 50
2's Grapes, White, Niagara, Preserved		1 50
Gals. Grapes, White, Niagara, Standard		3 50
2's Lawtonberries (Blackberries), heavy syrup		2 00
2's Lawtonberries (Blackberries), light syrup		1 50
2's Lawtonberries, Preserved		2 25
Gals. Lawtonberries, Standard		7 00
2's Peaches, heavy syrup		1 50
2½'s Peaches, White, heavy syrup		1 90
3's Peaches, White, heavy syrup		2 40
1's Peaches, Yellow, heavy syrup, talls		1 25
1½'s Peaches, Yellow, flats, heavy syrup		....
2's Peaches, Yellow, heavy syrup		1 50
2½'s Peaches, Yellow, heavy syrup		1 90
3's Peaches, Yellow, heavy syrup		2 20
3's Peaches, Yellow, whole, heavy syrup		....
3's Peaches, Pie, not peeled		1 20
3's Peaches, Pie, peeled		1 75
Gals. Peaches, Pie, not peeled		3 25

Gals. Peaches, Pie, peeled		5 00
Gals. Pie Fruits, assorted (add 5%)		....
2's Pears, Bartlett, heavy syrup		1 75
2½'s Pears, Bartlett, heavy syrup		2 10
3's Pears, Bartlett, heavy syrup		2 25
2's Pears, Flemish Beauty, heavy syrup		1 75
2½'s Pears, Flemish Beauty, heavy syrup		2 10
3's Pears, Flemish Beauty, heavy syrup		2 25
2's Pears, Keiffers, heavy syrup		1 40
2½'s Pears, Keiffers, heavy syrup		1 75
3's Pears, Keiffers, heavy syrup		1 85
2's Pears, light syrup, Globe		1 20
3's Pears,, light syrup, Globe		1 50
3's Pears, Pie, not peeled		1 20
3's Pears, Pie, peeled		1 50
Gals. Pears, Pie, peeled		4 00
Gals., Pears, Pie, not peeled		3 00
2's Pineapple, Sliced, heavy syrup		2 10
2's Pineapple, Shredded, heavy syrup		1 50
3's Pineapple, Whole, heavy syrup		2 10
3's Pineapple, Whole ,heavy syrup		2 50
2's Pineapple, Sliced, Hygeian Brand		....
2's Plums, Damson, light syrup		1 00
3's Plums, Damson, light syrup		1 50
2's Plums, Damson, heavy syrup		1 15
3's Plums, Damson, heavy syrup		1 55
Gals. Plums, Damson, Standard		3 00
2's Plums, Egg, heavy syrup		1 10
2½'s Plums, Egg, heavy syrup		1 40
3's Plums, Egg, heavy syrup		1 50
2's Plums, Green Gage, light syrup		1 00
2's Plums, Green Gage, heavy syrup		1 15
3's Plums, Green Gage, light syrup		1 40
3's Plums, Green Gage, heavy syrup		1 60
Gals. Plums, Green Gage, Standard		3 50
2's Plums, Lombard, light syrup		1 00
2½'s Plums, Lombard, light syrup		1 30
3's Plums, Lombard, light syrup		1 50
2's Plums, Lombard, heavy syrup		1 10
2½'s Plums, Lombard, heavy syrup		1 30
3's Plums, Lombard, heavy syrup		1 60
Gals. Plums, Lombard, Standard		3 25
2's Raspberries, Black, heavy syrup		2 10
2's Raspberries, Black, light syrup		1 50
2's Raspberries, Black, Preserved		2 25
Gals. Raspberries, Black, Preserved		2 25
Gals. Raspberries, Black, Standard		7 25
Gals. Raspberries, Black, solid pack		9 50
2's Raspberries, Red, heavy syrup		2 10
2's Raspberries, Red, light syrup		1 50
2's Raspberries, Red, Preserved		2 40
Gals. Raspberries, Red, Standard		7 40
Gals. Raspberries, Red, solid pack		9 25
2's Rhubarb, Prescrved		1 65
3's Rhubarb, Prescrved		2 50
Gals. Rhubarb, Standard		3 50
2's Strawberries, heavy syrup		2 25
2's Strawberries, Preserved		2 40
Gals. Strawberries, Standard		7 75
Gals. Strawberries, solid pack		9 75

Manitoba Markets

Winnipeg, May 11.—As will be seen from the detailed reports below, another advance occurred in sugar last week-end, and further advances are confidently expected. The freight situation does not appear to have eased off. This is affecting other lines like syrup. Even canned fruits are expected to be higher this year on account of the high sugar market. There is no end to the number of lines which are influenced by sugar. A manufacturer of corn flakes announces higher prices this week because of the high cost of sugar.

Considerable activity is noticed in the market for fresh fruits and vegetables. With the approach of warmer weather, more lines are arriving. Strawberries and cherries are offered at much lower figures this week. Navel oranges are likely to leave the market for a while, and their place will be taken by Valencias, which will be offered at similar figures to those quoted on navels. In the meantime, price of the latter is higher. Cabbage is firm, while tomatoes are easier. There should be a better demand for quart boxes of strawberries from now on.

SUGAR.—The market for refined in Winnipeg jumped to $8.80 last week-end. This was anticipated on account of the rising market for raws in New York. As refined in the United States is selling on a higher basis than Canadian refined, another advance is expected any time. The freight situation between Cuba and New York is still acute, which accounts for the high price of raw sugar. A prominent Winnipeg broker reiterated this week that he expected to see 10c sugar. He thought this might come within the next two months.

Sugar, Eastern—	in sacks. Per cwt.
Standard granulated	8 80
Extra ground or icing, boxes	9 65
Extra ground or icing, bbls.	9 35
Powdered, boxes	9 45
Powdered, bbls.	9 25
Hard lump (100-lb. case)	9 75
Montreal yellow, bags	8 40
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 75
Halves, 90 lbs., per cwt.	8 85
Bales, 20 lbs., per cwt.	8 85
Powdered, 50s	9 40
Powdered, 5s	9 65
Icing, barrels	9 40
Icing, 50s	9 60
Cut loaf, barrels	9 70
Cut loaf, 50s	9 90
Cut loaf, 25s	9 95
Sugar, British Columbia—	
Extra standard granulated	8 80
Bar sugar, bbls.	9 25
Bar sugar, boxes, 50s	9 35
Icing sugar, bbls.	9 35
Icing sugar, boxes, 50s	9 65
H. P. lumps, 100-lb. cases	9 75
H. P. lumps, 25-lb. boxes	10 00
Yellow, in bags	8 40

SYRUPS.—There is a feeling among brokers here that corn syrups will advance. It is stated corn market is firmer, and that advances are expected in corn starch, so that if this is the case, corn syrup might also be affected. If sugar continues to go up as it has done during the past two or three months, there will be without doubt a further advance in cane syrups. While the demand for cane syrup has been affected some by the high price, it has not been serious. Corn syrup has been moving out in large volume recently. Molasses are still advancing, due to freights, and further advances are predicted.

Corn Syrup—	
2s, per case 2 doz	2 98
5s, per case 1 doz.	3 38
10s, per case, ½ doz.	2 96
20s, per case ½ doz.	2 97
½ barrels, by the lb.	4 14
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	4 05
5-lb. tins, 1 doz. to case, per case	4 75
10-lb. tins, ½ doz. to case, per case	4 45
20-lb. tins, 3 tins to case, per case	4 35

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes, ½ bbls., per gal	0 65
New Orleans	0 28

Tins, 2s, $3.50; 2½s, $3.10; 5s, $3.05; 10s, $2.75.

DRIED FRUITS.—California market is more or less stationary. Already some English manufacturers are quoting prices on peels, and some large orders have been placed. This was rather surprising, as a sweeping order was issued that goods in which sugar was used were prohibited from exportation. However, it is understood that permission has been secured by a number of firms to export candied peels. In the meantime, considerable business has been done with the United States, but demand has been so heavy that difficulty is now being experienced in securing supplies. It was noticed last week that some wholesalers had dropped their prices on peels. This was no doubt due to desire to save putting it into cold storage, as the big season is not until next November. Prices named by the association on sulphur-bleached raisins last week were comparatively low. It is not expected that prices on other raisins will be named for a little while yet.

Dried Fruits—		
Evaporated apples, choice, 50's	....	0 10¾
Evaporated apples, choice, 25's	....	0 10¾
Pears, choice, 25's	....	0 12½
Apricots, choice, 25's	....	0 13
Apricots, choice, 10's	....	0 14
Peaches—		
Choice, 25-lb. boxes	....	0 07
Choice, 10-lb. boxes	....	0 07¾
Currants—		
Filiatras, per lb.	....	0 10¾
Filiatras, fresh cleaned	....	0 12¾
1 lb. package Amalias	....	0 12
2 lb. package	....	0 24
Dates—		
Hallowee, loose, per lb.	....	0 06
Hallowee, 12-oz. pkgs.	....	0 08¼
Fard dates, 12-lb. boxes	....	1 25
Raisins, California—		
16 oz. fancy, seeded	....	0 10¼
16 oz. choice, seeded	....	0 09½
12 oz. fancy, seeded	....	0 08¾
12 oz. choice, seeded	....	0 07½
Raisins, Muscatels—		
3 crown, loose, 25's	....	0 08½
3 crown, loose, 50's	....	0 08¾
Raisins, Sultanas—		
California, 50's, fancy bleached	....	0 16¾
California, 25's, fancy bleached	....	0 17
16-oz. pkgs.	....	0 17½
Raisins, Cal. Valencias—		
25-lb. boxes	....	0 09
50-lb. boxes	....	0 09¾
Prunes—		
90 to 100, 25s	....	0 07¾
80 to 90, 25s	....	0 08
70 to 80, 25s	....	0 08¼
60 to 70, 25s	....	0 08¾
50 to 60, 25s	....	0 09¼
40 to 50, 26s	....	0 10
Peels—		
Orange, lb.	....	0 18½
Lemon, lb.	....	0 18
Citron, lb.	....	0 21¾

DRIED VEGETABLES.—Beans are much firmer. Japanese are worth 25c more per bushel to-day in the primary market, and are practically unobtainable. The bulk of beans coming in this market now are from Michigan. However, jobbers are pretty well stocked in Winnipeg, and are selling at reasonable prices.

Beans—		
Choice, white, 3-lb. pickers, per bush.	....	4 60
Fancy, hand-picked, busbel	....	4 65
California Lima Beans—		
80-lb. sacks	....	0 07¾
Barley—		
Pot, per sack, 98 lbs.	....	3 20
Pearl, per sack, 98 lbs.	....	4 35
Peas—		
Split peas, stck, 98 lbs.	6 15	6 25
Whole peas, bushel	....	2 90
Whole peas, 1 lb. pkgs., case	....	3 30

RICE.—Market on Pacific Coast is much higher, but in Winnipeg wholesalers are selling lower than they could buy in to-day's market. This is because most wholesalers have contracted a year ahead. Tapioca and sago are still gradually advancing on account of high freight rates.

Rice and Tapioca—		
No. 1 Japan, per lb., 100-lb. bags	....	0 05½
No. 2 Japan, per lb., 100-lb. bags	....	0 04¾
Siam, per lb., 100-lb. bags	....	0 04¾
Patna, per lb., 100-lb. bag	....	0 06½
Carolina, per lb., 100-lb. sacks	....	0 07⅞
Sago, pearl, sacks, per lb.	....	0 07
Tapioca, pearl	....	0 08

COFFEE.—There has been a further advance in coffee, but not to retail trade yet. Some doubt is expressed as to what will happen should a rupture occur between Germany and America. Some people think that release of vessels in American ports would help to ease off the situation. There is nothing unusual to report in this market, prices remaining about same here.

Coffee—		
Green, choice, No. 7 Rio	....	0 14
Green, choice, No. 5 Rio	....	0 15½
Green Santos	....	0 18½
Roasted Rio, in bulk, bbls.	0 18	0 20

Roasted Santos	0 23	0 25
Whole, black	....	0 23
Maracaibo	....	0 21¾
Chicory, lb., by bbl.	....	0 09½
Chicory, lb., 14-lb. tins	....	0 12¾

CANNED GOODS.—The situation is much firmer, especially on tomatoes, which are expected by some at least to advance at least 20c per case within the next 60 days. One states that practically all tomatoes in Ontario have been sold in the primary market. It is expected that demand for canned fruits will be slightly off this year on account of the high prices. The high sugar market may send prices higher, and result in decreased consumption.

ALBERTA MARKETS (CALGARY)

By Wire.

Calgary, May 10.—Sugar has advanced 35c since last report, and further advances are looked for. Most brands of imported sardines are up a dollar a case. Back bacon is up half a cent. Lard again advanced by 15c a case. Sago and tapioca firm and scarce at $8.25. Evaporated apricots sell at 15c. Prunes and raisins firm. New-laid eggs are worth $6.50. Rhubarb is quoted at $1.50 a case. Louisiana strawberries $3.35 a case.

General—		
Beans, small white Japan, lb.	....	0 08
Flour, No. 1 patent, 98's	3 40	3 55
Molasses, extra fancy, gal.	....	0 75
Rolled oats, bail	....	2 85
Rolled oats, 80s	....	2 65
Rice, Siam, cwt.	4 50	4 75
Potatoes, local, per bush.	0 60	0 75
Sago and tapioca, lb.	....	0 08
Sugar, pure cane, granulated, cwt.	....	9 20
Shelled walnuts, finest halves, lb.	....	0 49
Shelled walnuts, broken, lb.	....	0 30
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 19	0 22
Butter, creamery, lb.	....	0 35
Butter, No 1, dairy, lb.	....	0 25
Lard, pure, 5s, per case	....	10 30
Bacon, smoked backs, per lb.	....	0 23½
Bacon, smoked bellies, per lb.	....	0 24
Lard, pure, 3s, per case	....	10 50
Eggs, new laid	....	6 50
Canned Goods—		
Tomatoes, 3s, standard, case	....	3 00
Corn, 2s, standard, case	....	2 35
Peas, 2s, standard, case	....	2 45
Tomatoes, gals., case	....	2 25
Apples, gals., Ontario, case	....	1 75
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Salmon, finest sockeye, tails, 48x1s, cs.	....	10 00
Salmon, pink, tails, 48x1s, per case	....	4 50
Lobster, ½s, per doz.	....	3 00
Dried Fruits—		
Currants, lb.	....	0 13
Evaporated apples, 50s, per lb.	0 11	0 11½
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 15
Pears, choice, 25s, per lb.	....	0 14
Prunes, 90-100	....	0 07
Sultana raisins, Cal., extra fancy	....	0 15
Valencia raisins, Cal., lb.	....	0 10
Fruits and Vegetables—		
Apples, No. 1, box	2 00	2 25
Apples, cooking, box	1 75	2 00
Bananas, lb.	....	0 05
Grapefruit, Florida, case	4 75	5 00
Oranges, navels, case	3 75	4 25
Onions, B.C., ton	....	25 00
Lemons, case	4 50	5 00
Strawberries, 20 baskets, Cal.	....	3 50
Strawberries, Louisiana	....	3 35
Rhubarb, 40 lbs.	....	1 50

SASKATCHEWAN MARKETS

By Wire

Regina, May 10.—Canned goods are higher. Rolled oats have advanced and are quoted, 80's at $2.40; 40's at $1.22. Corn syrup is up 15 cents a case; corn starch is advanced a quarter of a cent. Eddy's matches advanced from 15 to 25 cents a case. Eggs are worth 23 cents. Lard is higher. 3's are quoted $10.50. Sugar advanced 35 cents this week.

Produce and Provisions—		
Butter, creamery, per lb.	....	0 33
Butter, dairy, No. 1	....	0 26
Cheese, per lb.	....	0 21¼
Eggs, new laid	....	0 23
Lard, 3's, per case	....	10 50
Lard, 6's, per case	9 85	10 00
Lard, 10's, per case	....	9 80
Lard, 20's, per case	....	3 25
General—		
Beans, Ontario white, per bush.	....	4 50
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	0 50	0 60
Cocoanut, lb.	....	0 23
Cornmeal, bail	....	2 80
Flour, 98's	....	3 35
Rolled oats, 40s	....	1 22
Rolled oats, 80's	....	2 40
Rice, per cwt.	....	4 35
Onions, B.C., 100 lbs.	....	3 00
Sugar, standard gran., per cwt.	....	9 19
Sugar, yellow, per cwt.	....	8 29
Tapioca and sago, lb.	....	0 09½
Walnuts, shelled, 47-49c; almonds	....	0 45 0 47
Canned Goods—		
Apples, gals., case	....	1 80
Beans	....	2 25
Corn, standard., per 2 dozen	....	2 23
Peas, standard, per 2 dozen	....	2 40
Plums, Lombard	....	2 10
Peaches	....	3 10
Raspberries, $4.33; Strawberries	....	4 73
Tomatoes, standard, per case	....	2 60
Salmon—		
Sockeye, 1's, 4 dozen case	....	9 55
Sockeye, ½'s	....	12 35
Cohoes, 1's	....	6 00
Humphacks, 1's	....	4 60
Fruits and Vegetables—		
Apples, Washington, bbl.	1 75	2 25
Celery	....	0 06½
Cranberries, per bbl.	....	10 50
Grapefruit, case	4 00	4 50
Lemons	....	5 50
Navels	4 00	4 75
Potatoes, bushel, B.C.	....	1 15
Rhubarb	....	2 00
Cucumbers, doz.	....	2 00
Tomatoes, Florida, 6-basket crate	....	5 00
Strawberries, crate	....	5 00
Dried Fruits—		
Apricots, per lb.	....	0 12
Citron peel, lb.	....	0 24
Lemon peel, lb.	....	0 17
Orange peel, lb.	....	0 17½

NEW BRUNSWICK MARKETS

By Wire.

St. John, May 10.—During last week sugar continued sensational advance by two rises, totalling 35c. Quotations on basis of standard, $8.25. Not enough molasses arriving to relieve situation. Price firm at 59c to 60c. American clear pork jumps again, and is up to $31 to $32. Lard compound is firmer at 20c to 20½c; eggs up to 22c to 23c; cornmeal up to $1.90. Trade conditions are good and retailers are buying freely. Collections are good, but casuals require careful watching.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	2 90	3 35
Pork, American clear, per bbl.	31 00	32 00
Butter, dairy, per lb.	0 27	0 30
Butter, creamery, per lb.	0 32	0 34
Eggs, new laid, per doz.	0 22	0 23
Lard, pure, lb.	....	0 18
Lard, compound, per lb.	0 14	0 14¼
Cheese	0 19½	0 20½
Flour and Cereals—		
Cornmeal, gran.	....	6 35
Cornmeal, ordinary	....	1 90
Flour, Manitoba, per bbl.	....	7 35
Flour, Ontario	....	7 05
Flour, buckwheat, western, 98-lb. bag	....	3 50
Rolled oats, per bbl.	....	6 25
Fresh Fruits and Vegetables—		
Apples, bbl.	4 00	6 00
Lemons, Messina, box	3 50	4 00
Lemons, Cal., box	5 00	6 00
Oranges, Cal., case	4 00	4 50
Oranges, Florida, case	3 25	4 50
Potatoes, bbls.	....	3 50
Sugar—		
Standard granulated	8 25	8 30
United Empire	8 15	8 20
Bright yellow	8 05	8 10
No. 1 yellow	7 85	7 90
Paris lumps	9 00	9 25
Beans, white, per bush.	4 00	4 50
Canned pork and beans, per case	3 00	3 40
Molasses, Barbadoes, gal.	0 60	0 65
Cream of tartar, per lb., bulk	0 51	0 53
Currants	0 12½	0 13½
Rice, per cwt.	5 75	6 00

Smuggling Resolution Passed

London, Ont., Merchants Deplore Alleged Inaction on Part of Custom's Authorities—Selling Direct to Consumer Again Taken Up.

AT a recent meeting of the Retail Merchants' Association, London, Ont. branch, a resolution was passed in reference to alleged smuggling going on at Windsor and Niagara Falls. The resolution was as follows:

"That we, the Retail Merchants of the City of London, in the Province of Ontario, in meeting assembled hereby desire to draw the attention of the Minister of Customs at Ottawa to the flagrant, and evident toleration of smuggling that is being carried on at the Ports of Windsor and Niagara Falls, Ontario, to the serious detriment of the Merchants of the City, and be it further resolved that the Secretary of the Ontario Provincial Board be requested to take this matter up with the Dominion Board of the Retail Merchants' Association of Canada, in an endeavor to have more strict examination made of the effects brought into Canada by passengers at the aforesaid Ports."

It is alleged that even such things as canned soups manufactured in the United States are being smuggled across the border as well as dress goods, etc.

In addition to above there was a resolution passed in reference to wholesalers selling direct to consumers. This resolution read as follows:—

"That we, the retail merchants of the City of London, in the Province of Ontario, in meeting assembled strongly condemn the ever-increasing practice of the wholesalers selling direct to the consumers and hereby request that this matter be taken up immediately by the executive officers of the Ontario Provincial Board of The Retail Merchants' Association of Canada, with the view to having the same immediately discontinued and that a report on same be submitted at a subsequent meeting to be called by the local executive; and be it further resolved that the Provincial Executive publish to the retail trade from time to time such information as they may possess of wholesale firms who are not loyal to the retail trade and are guilty of selling merchandise through improper channels."



FRUIT AND VEGETABLES



Potatoes Easing Up: Texas Onions Selling

Many Lines Decline as Products Are More Plentiful — Radishes a Drug on Market — Navels Firming and Advancing—Scarcity of Domestic Cucumbers—Cuban Grapefruit Firmer.

MONTREAL

FRUIT.—Grapefruit has advanced and is offered at from $3.50 to $4 a crate and all lines of strawberries have declined and are now offered at from 20 to 25c. Other lines are unchanged and an easy feeling dominates undertone of market owing to large supplies coming forward freely on an inactive market. Apples are quiet and prices unchanged with Spies the only line in good demand because of inferior quality of others. One car of wine-saps has changed hands at from $2.50 to $2.85 a box. Oranges are firm and from $4 to $4.25 for all sizes. Limes have appeared on the market at $1.50 per box and are partially replacing lemons and are expected to be lower with the arrival of further supplies.

Apples—		
Spys		7 00
Ben Davis, No. 1		4 00
Ben Davis, No. 2		3 50
Russets, No. 1		6 00
Russets, No. 2		5 00
Greenings		4 50
Baldwins	4 00	4 25
Bananas, bunches	2 00	2 25
Cranberries, Cape Cod, bbl.	12 00	12 50
Grapefruit, 46-54-64-80-96	3 50	4 00
Lemons—		
California		2 75
Verdellis		2 75
Messina, 300 size, box	2 50	3 00
Oranges—		
Navels		4 00
Jamaica, 196-200-216		2 50
Porto Rico, 126-150-250-288		2 50
Pineapples, 18-24 and 30-36	2 75	3 25
Strawberries, Carolina, box	0 20	0 25
Strawberries, Louisana	0 10	0 13
Limes, per box		1 50

VEGETABLES.—Market retains ruling factors of last few weeks, quiet but with a slight increase in volume of sales reported. New cabbage is scarce and has made sharp advance to $4.25 and Montreal cabbage has firmed up in sympathy and is offered at $2.25 per barrel. Both are in good demand. Celery has declined 25c and is now offered at $2.25 as a result of increased supplies coming forward but firmness rules in feeling for future. Parsnips are down to $1 per bag as result of inactive demand. Leeks are down to 10c per basket owing to plentiful supplies on market and a demand that has been greatly curtailed by presence of shalots on market. Tomatoes have firmed up 25c per basket and feeling is very firm in this line. Canadian watercress is plentiful and easier and is offered at 30c a doz. Montreal head lettuce has appeared on market and is offered at $1.50 per dozen. Onions are firmer and potatoes easier.

Artichokes, bag		1 50
Beets, bag		1 50
Beets, new, per doz. bchs.		1 25
Beans, wax, N.Y., per basket		4 00
Beans, green, N.Y., per basket		9 00
Cabbage, Montreal, per bbl.		2 25
Cabbage, red, doz.		0 40
Cabbage, new	4 25	4 50
Carrots, bag	0 50	0 75
Carrots, new, per doz. bchs.		0 75
Cauliflower, crate, single, doz. bchs.		3 50
Cauliflower, Canadian, doz.	1 00	1 50
Celery, Florida		2 25
Cucumbers, fancy, Boston, doz.	1 75	2 00
Cucumbers, per basket		5 00
Egg plant, N.Y., doz.		1 75
Endive Can., per lb.		0 25
Garlic		0 30
Horse radish, per lb.		0 15
Leeks, bunch		0 10
Head lettuce, Boston, box		3 75
Curly lettuce, box, 4 doz.		3 00
Mint, doz.		0 60
Mushrooms, 4-lb. basket	2 00	2 50
Oyster plant, doz.		0 50
Onions—		
Montreal, 100 lbs., bag		4 00
Spanish, crate		6 50
Silver, per 50 lb. crate		3 00
Red, per 100 lb. sack		4 00
Parsnip, bag		1 00
Parsley, Bermuda		0 75
Parsley, Montreal, per doz.		0 40
Potatoes—		
New, per bbl.		10 50
Montreal, Red, 80 lbs., bag		1 75
New Brunswick, 80 lbs., bag		2 00
Green Mt.		2 00
Sweet, hamper	1 75	2 00
Radishes, per doz.		0 40
Rhubarb, per doz.		1 25
Spinach, New York, bbl.		3 00
Shalots, Mtl., per doz. bchs.		0 60
Turnips, bag		1 00
Turnips, bag, Quebec		1 25
Tomatoes, hothouse, lb.	3 25	3 75
Tomatoes, Florida, 6 basket crate	3 25	3 75
Watercress, Boston, hothouse, doz.		0 75
Watercress, Canadian, doz.		0 39

TORONTO

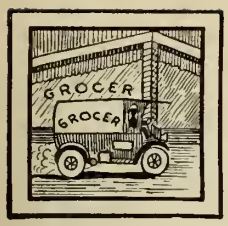
FRUIT.—More and more fruits come in and in increasingly larger quantities. Price declines accordingly. Almost everything other than apples is down this week. Florida grapefruit is now selling well at $4 and $4.50. Cuban is not so plentiful this week so that price is up slightly. California cherries have arrived selling by the ten-pound box for $3.25 and thereabouts. New Messina lemons are down a half-a-dollar to $3. Navels have firmed up again selling from $3 to $4. Bananas are more plentiful now and quotation is trifle lower. Ben Davis apples are in big demand. Louisiana strawberries are arriving by the carload, combating sale of Carolinas. Demand is good for all lines.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	6 00
Apples, Spies, bbl.	4 00	6 00
Apples, Ben Davis, bbl.	2 50	3 00
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 00	2 75
Bananas, per bunch	2 00	2 50
Cherries, Cal., box	3 25	3 50
Dates, lb. box		0 08
Grapefruit—		
Cuban, case	3 50	3 75
Florida, case	4 00	4 50
Oranges—		
Navels	3 00	3 75
Mediterranean sweets	3 00	3 50
Late Valencias, case	3 25	3 75
Lemons, new, California, box	3 00	3 50
Lemons, new, Messina, box	2 75	3 00
Limes, per 100		1 50
Pineapples, Porto Rico	3 75	4 00
Strawberries, North Carolina	0 18	0 22

VEGETABLES.—First car of Texas Bermuda onions arrived this week, selling well at $2.25. There was an immediate demand for them and they were eagerly bought. Canadian asparagus sells quickly enough but deliveries are slow, and only small lots are arriving. Leamington hothouse cucumbers are scarce, and sell at $2 or a little higher. Cabbage at $1.25 a bbl. sells freely. Canadian stuff cutting out the case brand. Boston head lettuce still hovers round the $4 mark. Leaf is cheap enough, however. Radishes are a drag on the market and sell for almost anything. Hothouse tomatoes are worth 15 and 20c. Potatoes are all easy enough now. Spinach is down 25c on big supplies arriving. Same applies to Florida celery and carrots. General trend is to cheapen prices. Demand is consistently good.

Asparagus, doz.	4 25	5 00
Cabbage, bbl.	1 00	1 50
Beets, Canadian, bag	0 [illegible]	0 [illegible]
Carrots, new bamper	1 10	1 15
Cauliflower, case	3 25	3 50
Celery, Florida, case	2 35	2 50
Cucumbers—		
Hothouse, doz.	1 75	2 00
Florida, hamper	4 50	5 00
Onions—		
Texas, Bermuda, crate	2 25	2 50
Choice, Canadian	2 25	2 50
Green, doz., bunches	0 10	0 20
Lettuce, leaf, doz.	0 25	0 35
Lettuce head, bamper	4 00	4 50
Mushrooms, imported, 6 qt.	2 00	2 25
Parsnips, bag	0 80	0 90
Parsley, doz.	1 00	1 25
Peppers, green, basket	0 60	0 65
Potatoes—		
N.B. Delaware, bag	1 85	1 90
Ontario, bag	1 70	1 75
Radishes, doz.		0 30
Rhubarb, doz.	0 50	0 85
Spinach, hamper	1 00	1 35

(Continued on page 38.)



PRODUCE AND PROVISIONS



Lard Advances: Cheese Also Higher

Hogs Somewhat Easier—Lard Prices Up a Quarter of a Cent—Queer Prices for Egg-Storing—Butter Down Two Cents in Toronto, But No Change in Montreal

MONTREAL

PROVISIONS.—Tone of market is very firm as supplies are coming forward in limited quantities only. Demand is nominal but hog scarcity makes for firmness both in live and abattoir killed stock. Lard is up ¼c, and is 16½c on a tierce basis and compounds have firmed up ½c higher and are offered at 14¾c for 375 lb. tierces. Scarcity of supplies rules in lard; other lines are more plentiful; firmness rules in all.

Hams—		
Small, per lb.		0 22
Medium, per lb.	0 20	0 21½
Large, per lb.		0 20
Backs—		
Plain, bone in		0 24
Boneless		0 29
Peameal		0 29
Bacon—		
Breakfast, per lb.		0 26
Roll		0 18
Shoulders, bone in		0 16
Shoulders, boneless		0 17
Cooked Meats—		
Hams, boiled, per lb.		0 32
Hams, roast, per lb.		0 35
Shoulders, boiled	0 26	0 27
Shoulders, roasted		0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.		0 15½
Long clear bacon, 80-100 lbs.		0 14½
Flanks, bone in, not smoked		0 15½
Barrelled Pork—		Per bbl.
Heavy short cut mess		30 00
Heavy short cut clear		27 50
Clear fat backs		33 00
Clear pork		33 00
Lard, Pure—		
Tierces, 350 lbs., net		0 16½
Tubs, 50 lbs. net		0 16¾
Tins, 50 lbs. net		0 16¾
Pails, wood, 20 lbs. net		0 17
Pails, tin, 20 lbs., gross		0 16½
Cases, 10 lb. tins, 60 in case		0 17¼
Cases, 3 and 5-lb. tins, 60 in case		0 18¼
Bricks, 1 lb. each		0 18¾
Lard, Compound—		
Tierces, 375 lbs. net		0 14¾
Tubs, 50 lbs. net		0 15
Tins, 50 lbs. net		0 15
Pails, wood, 20 lbs., net		0 15¼
Pails, tin, 20 lbs. net		0 15½
Cases, 10-lb. tins, 60 in case		0 16¼
Cases, 3 and 5-lb tins, 60 in case		0 16
Bricks, 1 lb. each		0 17
Hogs—		
Dressed, abattoir killed		0 18

BUTTER. — Market remains unchanged following decline of last week with greater firmness apparent following slight advances on both spot and country offerings. Feeling is added to by increase of cheese production which is absorbing available supplies of milk in country. Western inability to supply Pacific Coast demand has resulted in some shipments from here to Vancouver during week at 29 to 29½c lb. by the car for fresh made creamery. Quebec Co-operative and St. Hyacinthe sales recorded advances at from ¼c to ¾c, but at Cowansville there was no change. Stocks are normal and sales fairly active.

Butter—		
Finest creamery, September make		0 35
Finest creamery, fresh made		0 30
Dairy prints		0 27
Dairy, solids		0 26
Separator prints		0 27
Bakers		0 24

EGGS.—Prices are unchanged on a steady market in which storing has become general. Quantity of supplies coming forward from country is good at price of 21c to stores. Receipts last week were 21,103 cases as against 23,811 for corresponding period of last year, and 19,326 for the preceding week of this year. There is a shortage of over 6,000 cases for the period since May 1st as compared to last year.

Eggs, case lots—		
New laid, stamped		0 25

CHEESE.—Market is unchanged but is with additional firmness which has cropped up in small increases in sales at neighboring towns as result of Government and import orders and cable advances of from 1 to 2 shillings. Liverpool quotes Canadian white and colored cheese at 109 shillings. There was an increase of receipts nearly 5,000 boxes over those of last week and a decrease of nearly 8,000 as compared with the corresponding period of last year. All factories are working at good capacity and reports from country are to effect that cows have wintered well, and a full production may be expected almost immediately. Limited ocean tonnage is expected to be factor in restricting the price effect of further export demand that is expected in next few weeks.

Cheese—		
1915 make	0 19	0 20
Stilton		0 21

POULTRY.—Market is unchanged in price and general feature except for a slightly easier feeling in fresh fowls which are coming in more freely, but in other lines firmness is well maintained. Frozen fowls are practically out of the market and some other lines show same tendency. One large dealer reports low priced lines of milk fed chickens are exhausted and offers high priced goods only now. Other lines are cleaning up rapidly on a firm market.

Poultry—		
Frozen Stock—		
Turkeys	0 29	0 30
Fowl, large	0 20	0 21
Fowl, small	0 16	0 19
Ducks		0 20
Geese	0 17	0 18
Roasting chicken, milkfed, 4 lbs. or over	0 23	0 27
Roasting chicken, ordinary	0 18	0 22
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair		0 40
Squabs, Philadelphia, pair		0 70
Pigeons, pair	0 25	0 30
Live Stock—		
Fowl, 5 lbs. and over	0 22	0 23
Fowl, small	0 18	0 21
Turkeys	0 22	0 25
Ducks	0 30	0 32
Geese	0 16	0 18
Chicken	0 15	0 18

HONEY.—Market is unchanged and steady with a more active demand noted during week, but on the whole is quiet with no feature of interest to note.

Honey—		
Buckwheat, tins		0 09½
Strained clover, 60-lb. tins		0 12
Strained clover, in 10-lb. tins		0 12½
Strained clover, in 5-lb tins		0 12½
Comb honey, white clover, per section		0 16
Comb honey, buckwheat, per section		0 13

MAPLE SYRUP.—Prices remain unchanged and well maintained with farmers holding up shipments of supplies in expectation of higher prices. Demand is good but supplies available are considered sufficient to care for future wants.

Maple Sugar—		
In blocks, bright, per lb.	0 14	0 15
In blocks, dark, per lb.	0 10	0 12
In tubs, per lb.	0 09	0 10
Maple Syrup—		
In 8½ lb. tins, each	0 80	0 85
In 13¾ lb. tins, each	1 40	1 50

TORONTO

PROVISIONS.—Hogs themselves are off a trifle from the higher levels prevailing for the last month or so, and are down to $11.50 and $12 for live, with dressed down in proportion. All products, however, remain quite strong, with no change as to price. Lard is actually a little higher, and we advance our quotations by a quarter cent.

Hams—		
Light, per lb.	0 23	0 24
Medium, per lb.	0 22	0 22
Large, per lb.	0 20	0 21
Backs—		
Bacon—		
Plain	0 26	0 27
Boneless, per lb.	0 28	0 30
Pea meal, per lb.	0 28	0 30
Bacon—		
Breakfast, per lb.	0 24	0 28
Roll, per lb.	0 19	0 20
Shoulders, per lb.	0 19	0 20
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 17	0 18
Long clear bacon, small lots	0 18	0 18½
Fat backs, lb.	0 15	0 16
Cooked Meats—		
Hams, boiled, per lb.	0 32	0 33
Hams, roast, per lb.	0 32	0 33
Shoulders, boiled, per lb.	0 27	0 28
Shoulders, roast, per lb.	0 27	0 28
Barrelled Pork—		
Heavy mess pork, per bbl.	30 00	31 00
Short cut, per bbl.	32 00	35 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 16	0 16¼

Tubs, 60 lbs.	0 16¼	0 16½
Pails	0 16¾	17
Bricks, 1 lb., per lb.	0 17¾	0 18
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 14	0 14¼
Tubs, 50 lbs., per lb.	0 14¼	0 14½
Pails, 20 lbs., per lb.	0 14½	0 14¾
Bricks, 1 lb., per lb.	0 15½	0 15¾
Hogs—		
Live	11 50	12 00
Dressed, abattoir killed	15 00	15 50

BUTTER.—Price of creamery butter, as was predicted in these columns last week, came down again, declining a full two cents. Supplies have been heavy, too heavy for the prices to be maintained, and obviously no one was storing. Price came down to 29 to 31c during week. Dealers are paying 26 and 27c for fresh-made creamery prints at the creameries. Price may go lower yet. Demand from trade is excellent, but make is very heavy. There is no recordable change in dairy. Bakers are slightly firmer.

Creamery prints, lb.	0 29	0 31
Creamery, solids	0 28	0 29
Dairy prints, choice, lb.	0 25	0 27
Dairy prints, lb.	0 24	0 26
Bakers	0 22	0 24

CHEESE.—Cheese is now being offered in greater quantities but maintains its level with strength. It is slightly up, as a matter of fact, since last quotations, and we quote 19¾ basis for new large. Big export trade is going on, opening of navigation having given a decided fillip to enquiries. Domestic demand is much heavier than recent weeks.

Cheese—		
New, large, per lb.		0 19¾
New, twins, per lb.		0 20
June and Sept., large, per lb.		0 20¾
June and Sept., twins, per lb.		0 21
June and Sept., triplets, per lb.	0 21	0 21¼

EGGS.—A further drop of a cent in new laids is this week recorded. Eggs are coming in in very large lots. Price to trade is therefore lower while in the country 21c to 22c is being paid. It is suggested that at this figure dealers are not making much money. On the other hand, present market price of eggs is higher than a year ago, and one wonders at the price in view of big storage demands. Moreover, if the price paid, which is 2c over that of last year, for storage, is as high as it is, we shall have proportionately high-priced eggs later on.

It is now possible to see just how deliveries have been for the four months from Jan. 1st. They were heavy in January and February, but were lighter for March and April. We give receipts for the four months by cases, and also last year's figures:

Eggs—		
New laids, specials, in cartons	0 24	0 25
New laids	0 22	0 23

	1916. Cases	1915. Cases
January	18,061	11,839
February	15,171	11,826
March	20,379	39,045
April	25,642	37,761

POULTRY.—The market shows no change, both live and dressed stuff remaining scarce and high-priced.

Poultry—	Live	Dressed
Old fowl, pound	0 18—0 20	0 18—0 20
Old turkeys	0 18—0 20	0 26—0 30
Ducklings	0 14—0 16	0 18—0 20
Turkeys	0 18—0 20	0 23—0 27
Chickens	0 18—0 20	0 20—0 24
Chickens, milkfed	0 17—0 20	0 25—0 26

HONEY.—The trade is buying hand-to-mouth only, and a normal business goes on.

Honey—		
Buckwheat, bbls., per lb.	0 07¼	0 07¾
Buckwheat, tins, per lb.	0 07¾	0 08¼
Clover, 50 lb. tins, per lb.	0 13½	0 13¾
Clover, 10 lb. tins, per lb.	0 14	0 14¼
Clover, 5 lb. tins, per lb.	0 14	14¼
Comb, No. 1, doz.	2 50	3 00
Comb, No. 2, doz.	2 00	2 40

WINNIPEG

PRODUCE AND PROVISIONS — There have been slight fluctuations in the live hog market, but the prices last weekend remained at $11. Receipts were only fair on account of seeding. Provision prices remain the same, but there has been an advance in the prices of pure and compound lard; tierces of pure lard are now sold on a basis of 16c per lb. Last weekend the egg market was steady at quotations, and the market was temporarily firm on account of farmers being too busy on the land to market their goods. It is expected this condition will prevail for a number of days, after which we look for a big increase in receipts. Quotations last Saturday on eggs were 21½c. Butter, new make, is only arriving in limited quantities, and storage stocks are practically nil. The undertone of the market is of a firm nature. Cheese is unchanged.

Hams—		
Light, per lb.	0 21	0 23
Medium, per lb.	0 20	0 21
Large, per lb.	0 19	0 20
Bacon—		
Breakfast, per lb.	0 22	0 23
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light	....	0 16
Cooked Meats—		
Hams, boiled, per lb.	0 29	0 30
Shoulders, boiled, per lb.	0 23	0 24
Barrelled Pork—		
Mess pork, bbl.	....	27 00
Lard, Pure—		
Tierces	....	0 16
Pails	....	3 32½
Cases, 10s	....	10 05
Cases, 5s	....	10 13
Cases, 3s	....	10 20
Cartons	....	0 17½
Lard, Compound—		
Tierces	....	0 12½
Tubs, 50s, net	....	6 37
Pails, 20s, net	....	2 65
Butter—		
Fresh made creamery	....	0 35
Best storage creamery	....	0 34
Best dairy	0 26	0 30
Cooking	0 18	0 24
Eggs—		
New laids	0 20½	0 21½
Cheese—		
Ontario, large	....	0 20
Ontario, twins	....	0 20¼

FRUIT AND VEGETABLES

(Continued from page 36.)

Tomatoes, crate	3 00	3 75
Tomatoes, hothouse	0 15	0 20
Turnips, bag	0 50	0 60

WINNIPEG

FRUIT AND VEGETABLES.—A decline has taken place in strawberries, which are coming on the market much more freely. They are now offered at $3 per case. The demand just now is mainly for pints, but there will be a big demand for quarts this week. Cherries declined to $3.50 per case of 9 lbs. Navel oranges are a little firmer, and they will be off the market in about two weeks. Valencia oranges are beginning to move, and quotations will be on the same basis as navels. Higher prices are being asked for California lemons, $5 being not unusual. Rhubarb is cheaper, being offered at $1.50 this week. Sweet potatoes are higher. Florida tomatoes are lower—$4.50 per case. There is a slight decline in Florida celery. Cabbage at 5c is firm, and there is very little old cabbage available.

Fresh Fruits—		
Cherries, case 9 lbs.	....	3 50
Grapefruit, case	....	4 50
Strawberries, Florida, case	....	3 00
Ontario apples, bbls.	5 00	7 00
Washington box apples	....	2 25
Navel oranges, case	3 50	4 75
California lemons	4 50	5 00
Bananas, bunches	2 50	3 50
Rhubarb, case	....	1 50
Vegetables—		
Asparagus, case	....	5 00
Cabbage, new, lb.	....	0 05
Cabbage, per lb.	....	0 02½
Peppers, per basket	....	0 75
Mushrooms	....	0 90
Carrots, per lb.	....	0 02½
B.C. potatoes	....	1 10
Alberta potatoes	....	1 00
Sweet potatoes, hamper	....	2 75
Garlic, per lb.	....	0 25
Turnips, bushel	....	1 00
California head lettuce, case	....	4 50
California cauliflower, doz.	....	2 50
Valencia onions, cases	....	6 50
Florida tomatoes, case	....	4 50
Head lettuce, doz.	....	1 25
Florida celery, case	....	3 75
Green peas, lb.	....	0 20
Spinach, case	....	1 50

WANT PROPER BOOKS KEPT

The Canadian Credit Men's Association has submitted to the Minister of Justice the following proposed amendments to sub-section (e) of Section 417 of the Criminal Code:

"Every one is guilty of an indictable offence and liable to a fine of eight hundred dollars and to one year's imprisonment who, being a trader and indebted to an amount exceeding one thousand dollars, is unable to pay his creditors in full and has not kept such books of account as, according to the usual course of trade or business in which he may have been engaged, are necessary to exhibit or explain his transactions, unless he be able to account for his losses to the satisfaction of the court or judge and to show that the absence of such books was not intended to defraud his creditors, but no person shall be prosecuted under the provisions of this subsection by reason only of his having failed to keep such books of account at a period more than five years before the date of such inability to pay his creditors."

A TWICE TOLD TALE

My Duck she lays a bigger egg, than the helpful hen can lay, but when she's through she cackles not, but simply walks away. And so we scorn the silent duck—but the helpful hen, we prize —which is only another way to say that it pays to advertise.



FISH AND OYSTERS



Late Season for Lake Fish

Sea Fish Continue Plentiful—B.C. Salmon Slow in Arriving — Halibut Getting Cheaper — Lobster Prices on the Decline.

MONTREAL

FISH.—General demand remains up to expectation for season of year and constant improvement is noted in daily demand which has been accelerated by the high prices of meat which create and maintain added interest in fish. The feature of the week is the increased supply of all kinds of fresh fish coming forward, particularly halibut, which has declined 15 per cent. in price in consequence during the past week. Large supplies of fresh haddock are also available chiefly from U.S. sources as stormy weather has interfered with Canadian fishing. Lake fish are scarce owing to lateness of season but prospects are favorable for larger quantities coming forward in the near future. River fish, such as cod, pike and perch are very plentiful and selling at greatly reduced prices. Cured and salt fish are very quiet. Arrivals of boiled and live lobsters are much larger and prices steadily declining. Fresh and shell oysters show inactive demand without feature of note to record. A few fresh British Columbia salmon are arriving and selling at advanced prices which are well maintained. The same is true of brook trout, they are coming forward in good quantities.

TORONTO

FISH AND OYSTERS.—Arrival in greater quantities of all kinds of fresh fish is the only feature of the market. Halibut is plentiful and price is getting down to 13 and 14c, though latter figure is still pretty general. Haddock sells at 7 to 8c, chiefly 7c, supplies are larger and coming in right along.

British Columbia salmon is a slow comer but a quick seller when it arrives. Price is prohibitive in a great many cases, however. Lobster continues on the downward grade and sells at from 50 to 60 cents. Halibut comes chiefly from the East, British Columbia being late in delivery. A little comes in. Trade generally is a little slow this week, even though Lent is well passed and over.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.09-.10	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.10	.10½
Haddies, fillets, per lb.	.11	.10
Herring, Ciscoes, baskets	1.25	1.50
St. John bloaters, 100 in box	1.20	1.25
St. John bloaters, per box of 50	1.00	1.00
Smoked herrings, medium, box	.15	.15
Smoked herrings, medium, box	.16	.15
Smoked boneless herrings, 1-0-lb. box	1.40	1.40
Kippered herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.16	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

Salmon—	Montreal	Toronto
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.11	.11
Red Cohoes, dressed, lb.	.12	.11
Pale qualla, dressed, per lb.	.10	.11
Halibut, white western, large and medium, per lb.	.11	.15
Halibut, eastern, chicken, per lb.	.12	.12
Mackerel, bloater, per lb.	.09-.10	.10
Haddock, medium and large, lb.	.06	.10
Market codfish, per lb.	.06	.08
Steak codfish, per lb.	.07	.10
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-.16	.18
Smelts	.11	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.50	3.25
Round pike	.06½	....
Grass pike, dressed	.07	....

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 00
Dried hake, medium and large, 100 lbs.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case	6 50	3 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20 lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20 lb. boxes	0 10	0 10
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	0 15	0 15
Boneless codfish, in 2-lb. and 3-lb. boxes	1 80	1 80

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal.	1 50	2 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	2 00	....
Best scollops, imp. gallon	2 25	3 50
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 00	....
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best, select, quart cans, each	0 50	0 75
Rockaways, 100	....	1 50
Blue points, small	....	1 00
Blue points, large	....	1 50

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per lb.	9 00	1 50
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	9 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, bbl.	0 25	0 60
Little necks, per 100	1 25	1 50

FRESH SEA FISH

	Montreal	Toronto
Halibut	12 —14	15
Haddock, fancy express, lb.	6½— 7	7
Mackerel, medium, each	22	.....
Steak, cod, fancy, express, lb.	10	8
Herrings, each	..	02
Flounders	.08	12
Flounders, New York	..	14
Salmon, Western	22 —23	..

FRESH LAKE FISH

Carp, lb.	0 09	....
Pike, lb.	0 09	0 07
Perch	0 05	0 07
Suckers, lb.	0 06	0 10
Suckers, lb.	0 06	0 08
Whitefish, lb.	0 12	0 20
Lake Erie whitefish	....	0 30
Herrings, ea.	....	0 02
Gaspereaux, each	....	0 03
Lake trout	0 12	0 14
Eels, lb.	0 10	0 08
Dore	12-13	0 13

FROZE LAKE AND RIVER

Whitefish, large, per lb.	.09-.09½	.09-.10
Whitefish, small tulibees	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress or round, lb.	.06½-.09	.09-.13
Pike, dressed and headless, lb.	.07-.07½	.07
Pike, round, per lb.	.06½-.07	.06-.07

WINNIPEG

FISH AND POULTRY.—The situation remains much the same as it was a week ago except that all lines are a little more plentiful. A new line on the market is fresh lake trout, which opened at 12c—a good average price. Poultry is still scarce.

Fish—		
Frozen salmon	....	0 11
Frozen halibut	0 08½	0 09
Fresh halibut	....	0 15
Pickerel	....	0 07½
Steak cod, per lb.	....	0 08
Lake Winnipeg whitefish	....	0 09
Fresh finnan haddie	0 11	0 12
Kippers, per box	....	2 00
Lake trout, per lb.	....	0 10
Bloaters, per box	....	2 00
Salmon, fresh, per lb.	....	0 21
Salt mackerel, 20-lb. kit	....	3 00
Smoked gold-eyes, doz.	....	0 50
Oysters, per gal.	....	2 50
Oysters on shell, doz.	....	0 25
Poultry, Live—		
Fowl	....	0 15
Roosters	....	0 11½
Chickens	....	0 15
Turkeys	....	0 19
Ducks	....	0 13
Ducklings	....	0 14
Geese	....	0 12
Poultry, Dressed—		
Ducks, No. 1	....	0 24
Fowl, No. 1	....	0 24
Turkeys, No. 1	....	0 33
Geese, No. 1	....	0 25

BRITAIN NOT CONNECTED WITH RATION CONTRACT

It was learned yesterday that Great Britain is not and has not been a party to the negotiations in the big army rations orders which have recently attracted such wide attention in packing and food circles generally. This was stated yesterday on the authority of F. B. Learned, vice-president of the Imperial Canners, of Montreal

Mr. Learned, who is a director of the Colonial Packing Co., has succeeded Joseph P. Kennedy as vice-president of the Imperial company, Mr. Kennedy resigned recently.

It is for the Continental Allies, according to Mr. Learned, that the contract is being negotiated.—New York Journal of Commerce.



FLOUR AND CEREALS



Firmer Market for Feeds

Shorts and Middlings Strong and Advancing—Ontario Oats Up Three Cents—Better Demand For Ontario Flour

MONTREAL

FLOUR.—Market is unchanged in price but firmness of last week is more apparent and well maintained and stimulated by a more active demand. Firm tone is strengthened by report of travellers from all over the country that stocks are low and a heavy increase of business certain in near future. Export business has been active since opening of navigation has relieved congestion somewhat so that railroads are in better shape than for sometime past although condition is still unsatisfactory.

Prices for winter wheat flour remain unchanged, steady and nominal with no improvement in general situation although a slight increase of business with outside points has resulted from opening of navigation. Local buying continues to be of a hand-to-mouth character and uninfluenced by speculative fluctuation of wheat market.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	6 60
Second patents s	6 10
Strong bakers	5 90
	Car lots / Small lots
Winter Wheat Flour—	
Fancy patents	5 85 / 6 10
90 per cent. in wood	5 60 / 5 80
90 per cent. in bags	2 70 / 2 75

CEREALS.—Corn flour is easier by 15c a bag and is now offered at $2.50; otherwise market is unchanged, steady and quiet with an inactive demand in rolled oats that has become a permanent feature of market. Export business continues good and greatly in excess of corresponding period of last year and makes for chief feature of firmness in market.

Cornmeal—	Per 98-lb. sack
Gold dust	2 50
Rolled Oats—	90's in jute.
Small lots	2 75
25 bags or more	2 60
Packages, case	3 90 / 4 00
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90's, in jute.	
Rolled Wheat—	100-lb. / bbls.
Hominy, per 98-lb. sack	4 00
Hominy, per 98-lb sack	2 75
Corn flour, bag	2 65
Rye flour, bag	2 65 / 2 80
Barley, pot	3 00
Barley, pearl, lb.	0 04½

FEED.—Crushed and chop oats have advanced $1 a ton and both are now offered at $34 a ton. Manitoba feed oats have advanced 2c and are offered at 57c a bushel and feed wheat has advanced 10c a bag and is offered at $1.90. Whole line of feeds has firmed up under a good demand that has arisen in last week from country because of late season and high dairy prices which have encouraged farmers to feed milk stock. Feed flour, bran, oats and middlings are in chief demand. In spite of brisk sales prevailing at quoted prices some millers are shading prices on brans, and shorts from $1 to $1.50 per ton.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chop, ton	32 00
Crushed oats, ton	33 00
Oats, chop, ton	33 00
Barley, chop, ton	32 00
Feed oats, Manitoba, bush.	0 55
Feed wheat, bag	1 80

TORONTO

FLOUR.—Apathy of market has not given place to much else; in fact, market is, if anything, a trifle weaker. No. 1 Northern wheat, track bay ports, is down two full cents from last week to $1.26.

Export enquiries continue for flour, both Ontario and Manitoba apparently being in better demand. Actual orders, however, are not increasing materially in number. It is presumed that prices are regarded overseas as somewhat high. They are low enough of course, but the long lapse in the winter when freights were scarce has perhaps created a feeling in England that there should be lower levels. Ontario flour is in fair demand. Domestic call for flour is average, ordinary business being done.

Manitoba Wheat Flour—	Small lots, per bbl.	Car lots, of 2 bags
First patents	6 70	6 50
Second patents	6 20	6 00
Strong bakers	6 00	5 80
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	4 50	4 40

CEREALS.—Corn still remains firm and tends to advance. American corn fluctuates from day to day, but continues to show a net increase. Cornmeal therefore is firm. Rolled oats have been in slightly better shape with more orders and larger in bulk. Western oats show no advance over a week ago; they did jump a point or two but settled down again later.

Barley, pearl, 98 lbs.	4 70	4 90
Buckwheat grits, 98 lbs.		4 60
Barley, pearl, 98 lbs.	4 50	4 75
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.		2 60
Graham flour, 98 lbs.		2 75
Hominy, granulated, 98 lbs.		3 00
Hominy, pearl, 98 lbs.		3 00
Oatmeal, standard, 98 lbs.		2 76
Oatmeal, granulated, 98 lbs.		2 76
Peas, Canadian, boiling, bush.		3 60
Peas, split, 98 lbs.		5 60
Rolled oats, 90-lb. bags		2 60
Rolled wheat, 100-lb. bags		3 25
Rye flour, 98 lbs.		2 80
Whole wheat flour, 98 lbs.		2 75
Wheatlets, 98 lbs.		3 50

FEEDS.—Feeds are being bought to a noticeably better extent, partially traceable to the condition of produce market, which means grass is being used for dairy purposes. Bran is slow. Shorts are up to $26 and firm at that. We quote middlings at $26 to $27. Feed flour is not much called for. Ontario oats are in firm demand and price is up to 45 and 46½c in some cases.

Mill Feeds—	Mixed cars per ton
Bran	24 00
Shorts	26 00
Special, middlings	26 00 / 27 00
Feed flour, per bag	1 60 / 1 70
Oats—	
No. 3, Ontario, outside points	0 45 / 0 46½

WINNIPEG

FLOUR AND CEREALS.—There are no changes in price of flour or cereals. The market of interest this week is feeds. An advance took place in bran amounting to $2, which brings the price up to $20 per ton. There was an advance of $1 in shorts, which are now quoted at $21. The same price and advance applied to middlings. Mixed chop is now quoted at $28, and did not undergo any change. The advance in feeds is due to heavy demand both from the East and West, and the lateness of the season has something to do with the unusual demand. As a rule, the demand falls off at this time of year. During the past weekend there were small fluctuations in the wheat market, ranging from $1.16-$1.19. The general opinion is that the market will be lower unless it is affected by the German American situation. Much depends on which way the cat jumps. The demand for flour is light, both for domestic and export.

Flour—		
Best patents		6 60
Bakers		6 10
Clears		5 40
XXXX		4 40
Cereals—		
Rolled oats, 80 lbs.	1 90	2 00
Rolled oats, pkgs., family size		3 75
Wheat flakes, case		3 75
Oatmeal, standard and gran., 98 lbs.		2 50
Cornmeal, 98 lbs.		2 45
Feeds—		
Bran, ton		20 00
Shorts, ton		21 00
Middlings, ton		21 00
Mixed chop, ton		28 00

The Past Year

has proven our wisdom in putting on the market the two new cereals

Tillson's "Scotch" Fine Cut Oatmeal

and

Tillson's "Scotch" Health Bran

Their popularity is evidenced by the daily increasing demand, the direct result of customer-satisfaction.

Tillson's Rolled Oats

(a food—not a fad)

is also standing pat as a year-round breakfast cereal.

Our Window Display

which we supply free on request will produce results in increased business that is most satisfying. First sales come from the attractiveness of the display—continued business results from the superior quality of the goods.

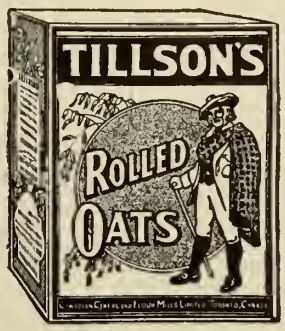
We're at your service.

Canadian Cereal & Flour Mills Co., Limited, Toronto



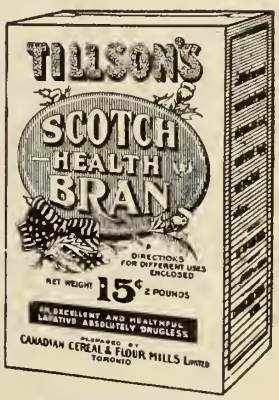
A DELICIOUS PORRRIDGE





A FOOD—NOT A FAD





A HEALTH FOOD

If any advertisement interests you, tear it out now and place with letters to be answered.

Are you getting a share of this big trade?

Do you realize the extent of the demand for Canada's quality and most popular macaronis—

CATELLI'S

L'ETOILE
(STAR)

and HIRONDELLE
(SWALLOW)?

We are telling people all over the country about the superior qualities of **Catelli's** products. Our Dominion-wide consumer advertising is doing it. Right in your own community our publicity campaign is boosting the merits of **L'Etoile** and **Hirondelle** brands. You will find as a result that a little window display of these made-in-Canada favorites will create a profitable extra summer business for you.

Feature the suitability of macaroni as a substitute for meat during the hot summer days. Lay in a good stock of "L'Etoile" and "Hirondelle"—the macaronis your customers will prefer.

ORDER TO-DAY.

C. H. Catelli, Limited
MONTREAL

AGENTS
Tees & Persse, Limited, Winnipeg
C. C. Mann, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	$ 0 45
4 oz. Tins, 4 doz to case, weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 60
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

DOMINION CANNERS, LTD.

JAMS

"Aylmer" Pure Jams and Jellies 16-oz. Glass Jars.

	Per doz.
Apricot	$ 2 30
Assorted	2 20
Blackberry	2 25
Blueberry	2 25
Currant, Red	2 20
Currant, Black	2 25
Cherry	2 20
Gooseberry	2 10
Plum	2 10
Plum, Green Gage	2 20
Pear	2 10
Peach	2 10
Raspberry, Red	2 25
Raspberry, Black	2 25
Rasp. and Red Currant	2 20
Rasp. and Gooseberry	2 20
Strawberry	2 30

CATSUPS
In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS, with Pork.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05
Family Baked Beans, Plain, 2 doz. to case	1 20
Family Baked Beans, Tomato Sauce, 2 doz. to cs.	1 22½
Family Baked Beans, Chili Sauce, 2 doz. to cs.	1 22½
3's Baked Beans, Tomato Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Chili Sauce, flats, 2 doz to cs., Aylmer only	1 40
3's Baked Beans, Plain, tall, 2 doz. to case	1 50
3's Baked Beans, Tomato Sauce, 2 doz. to case	1 60
3's Baked Beans, Chili Sauce, 2 doz. to case	1 60

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case, per doz.	$ 1 10
12 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 20
16 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 60
16 oz. Glass, Tall, Vacuum Top, 2 doz. per case, per doz.	1 60
2's Glass, Vacuum Top, per doz.	2 80
2's Tin, 2 doz. per case, per doz.	2 30
4's Tin, 12 pails in crate, pail	0 40
5's Tin, 8 pails in crate, pail	0 47½
7's Tin or Wood, 6 pails in crate, pail	0 65
14's Tin or Wood, 4 pails in crate, lb.	0 09
30's Tin or Wood, one pail only, lb.	0 09

BLUE

Keen's Oxford, per lb.	$ 0 17
In 10-lb. lots or case	0 16

COUPON BOOKS — ALLISON'S

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal. $2, $3, $5, $10, $15 and $20. All same price, one size or assorted

UN-NUMBERED

100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS

WHITE SWAN

	Per case
Pancake Flour (Self-rising), 2 doz. to case, weight 50 lbs.	$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
Health Flour, 5 lb. bags, per doz.	2 40
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24

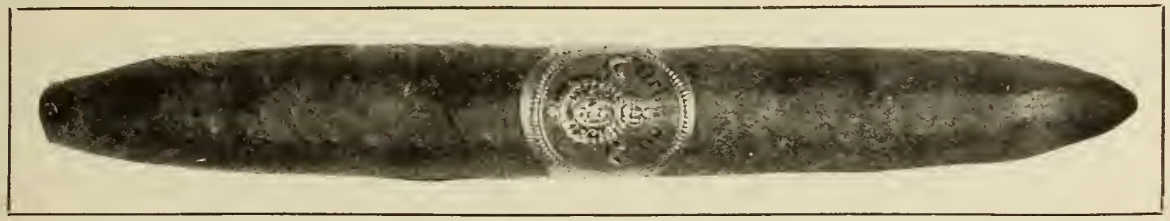
Special quotations for Cocoa in barrels, kegs, etc.

TEA

In view of the high prices quoted for Ceylon and Indian Black Teas, the increased freight rates, and the present price of silver; are not China Congous at 16 to 18 cents cheap?

John Duncan & Co., Limited

Established 1866 MONTREAL



ORLANDO

(INVINCIBLE)

THE GROCERS' OPPORTUNITY

Grocers, especially in the "Dry" Provinces, should turn their attention to the expansion of their Tobacco and Cigar Business.

WEBSTER'S ORLANDO (Invincible) and WEBSTER'S CLEAR HAVANAS (in 14 sizes) are the particular goods with which expansion is assured. They are popular.

A Word to the Retailer

If your jobber does not carry these lines, write us direct.

W. R. WEBSTER & COMPANY, LIMITED

SHERBROOKE, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

Cheaper Meats

Hams and Bacons are both high in price and the possibility is that they may both be higher before the season is over.

We have, however, other cuts of Smoked and Cooked Meats, Sugar Cured and at considerably less money. Try a shipment of Smoked or Cooked Shoulder or Boneless Roll. You will like them.

F. W. Fearman Co.
Limited
Established 1854
HAMILTON

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $5.75, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.
Hamilton - Winnipeg

(Unsweetened Chocolate)

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 37
Perfectiou chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 09
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 36
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 90
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

5 Box lots and upward—Freight prepaid up to 50 cents. Any excess will be charged on invoice.

	Per case
Eagle Brand, each 48 cans	$6 75
Reindeer Brand, each 48 cans	6 50
Silver Cow, each 48 cans	6 00
Gold Seal, Purity, each 48 cans	5 85
Mayflower Brand, each 48 cans	5 85
Challenge, Clover Brand, each 48 cans	5 35

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 60
Jersey Brand, Hotel, each 24 cans	4 60
Peerless Brand, Hotel, each 24 cans	4 60
St. Charles Brand, Tall, each 48 cans	4 70
Jersey Brand, Tall, each, 48 cans	4 70
Peerless Brand, Tall, each, 48 cans	4 70
St. Charles Brand, Family, each, 48 cans	4 10
Jersey Brand, Family, each, 48 cans	4 10
Peerless Brand, Family, each 48 cans	4 10
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each, 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans	4 50
COCOA, Reindeer Brand, each 24 cans	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36
1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 20
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Special Delivered Price for Canada

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 20 lbs., retail each $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	46 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18; 14s, $37.

Roast Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18.

Boiled Beef, 1s, $2.50; 2s, $5; 6s, $18.

Jellied Veals, ½s, $1.50; 1s, $3; 2s, $4.50; 6s, $18.

Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.

Beefsteak and Onions, ½s, $1.50; 1s, $2.90; 2s, $5.40.

If any advertisement interests you, tear it out now and place with letters to be answered.

Is the Money Always There?

WHEN you have wanted a certain thing that would have added to the pleasures of life, was the money always there? when you figured up to see if "Cash on hand" would warrant you to make the purchase. Have you ever felt the need of a good vacation or wanted some little extra luxury, but simply could not afford it because your regular income was not sufficient?

WE have a plan that will enable you to add these extra luxuries without interference in any way with your regular occupation; a plan from which you may derive sufficient income to warrant your having all the added pleasures of life. This plan may be worked during spare time without interference with your regular duties. One hour in the evening spent among your acquaintances—a half-hour after lunch in the office or factory will give you an additional $5.00 or $10.00 weekly.

WE have hundreds of subscriptions in your locality ready to be taken. A representative on the spot could secure these orders, saving these people the trouble incidental to mailing. These orders, together with the many other subscriptions which may be added from the friends of our old subscribers whom they will recommend to you, will give you an income that with the same amount of work will double your earnings each year. The work is both pleasant and profitable. No previous experience required.

This plan will interest you, so write us to-day for full particulars.

The MacLean Publishing Co.
LIMITED

Division B.

143-153 University Avenue

TORONTO ONTARIO

Stephen Leacock

who writes on "Humor as I See It," with some opinions on Canadian humor—or the lack of it.

Agnes C. Laut

discusses what the effect on Canada would be "If Uncle Sam Goes to War."

Arthur E. McFarlane

begins an enthralling mystery story, "Behind the Bolted Door?"—a psycho-analyst's solution of a baffling crime.

Robert W. Service

begins a new series of his virile poems—"My Mate"—written somewhere in France.

Nellie McClung

"Speaking of Women" is a finely treated consideration of woman's place and work during these momentous times.

All in the May Number of MacLean's

Also C. C. James, James L. Hughes, N. W. Rowell, J. P. Downey and Sir Herbert Ames contribute signed statements on current Canadian matters, in a new department, "From the National Viewpoint."

The popular Review of Reviews Department, Short and Serial Fiction, Business Articles, and numerous feature specials combine to make the May MACLEAN'S a very appealing issue.

Arthur Stringer's new romance, "The Anatomy of Love," begins in the June issue.

MacLEAN'S MAGAZINE

is an all-Canadian magazine of surpassing interest to every true Canadian. It is its Canadian savour that makes MACLEAN'S so esteemed—this and its very high literary merit.

In the May MACLEAN'S the BIG feature is McFarlane's story—

"Behind the Bolted Door?"

A mystery problem brilliantly solved

If you enjoy stories in which apparently baffling mysteries are unravelled, read "Behind the Bolted Door?" If you desire a magazine whose note is Canada First, you will find it in MACLEAN'S. If you are ready to give your practical endorsement of a policy which has for its end the development of a worthy Canadian magazine in which the best work of the best Canadian writers, artists and sentiment shall find expression, then buy MACLEAN'S.

May Issue On Sale at all News Stands **15c.**

A WINNING COMBINATION

Arthur Stringer's latest success, "The Anatomy of Love," scheduled to first appear in the June issue of MacLean's, and Arthur MacFarlane's newest mystery story, "Behind the Bolted Door," supply a winning combination for our representatives to "roll up" a big **bonus** and commissions during the next few weeks.

These two splendid stories will appear in MacLean's first—probably in book form later. These are but two of the many fine features that go to make up entertainment for our readers. This means that **hundreds of people** will subscribe to MacLean's during the next few weeks. There are dozens of subscriptions to be had in your district. Let us tell you how to secure them and how to become an authorized representative.

To take care of the increased demand for MacLean's we must have at once an active representative in every district in Canada. To those **who can qualify,** big money will be paid. The work is light and pleasant—your spare time is all that's needed for a start. It interferes in no way with your regular duties; in fact, the more you work our plan the greater your efficiency in your regular work will be noted.

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Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. ..... .06¾
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. .07¼
Barrels, 200 lbs. ..... .06¾
Kegs, 100 lbs. ..... .06¾
Lily White Gloss—
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8 in case ..... .08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ... .08¼
Kegs, extra large crystals, 100 lbs. ..... .07¼
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Boxes, containing 40 fancy pkgs., per case 3 00
Celluloid Starches—
Boxes containing 45 cartons, per case 3 60
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1-lb. pkts., boxes of 40 lbs. .06½
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1-lb. pkts., boxes of 40 lbs. .07¾
(20-lb. boxes ¼c higher than 40's)

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In boxes only.
Packed as follows:
5c packages (96) .....$ 3 20
1 lb. packages (60) 3 20
¼ lb. packages (120) 3 40
½ lb. 60 } Packages Mixed 3 20
1 lb. 30 }

SYRUP
THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP
2-lb. tins, 2 doz. in case ...$2 65
5-lb. tins, 1 doz. in case.... 3 00
10-lb. tins, ½ doz. in case.. 2 90
20-lb. tins, ¼ doz. in case.. 2 85
Barrels, 700 lbs. 3¾
Half barrels, 350 lbs. 4
Quarter barrels, 175 lbs. ... 4¼
Pails, 2S½ lbs. 1 95
Pails, 25 lbs. each 1 40
3 lb. Perfect Seal Jar, 1 doz. in case 2 70
LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case ... 3 00
5-lb. tins, 1 doz. in case ... 3 35
10-lb. tins, ½ doz. in case.. 3 25
20-lb. tins, ¼ doz. in case.. 3 20
(5, 10 and 20-lb. tins have wire handles.)
ST. LAWRENCE SUGAR REFINING CO.
Crystal Diamond Brand Cane Syrup
2-lb. tins, 2 doz. in case..3 60
Barrels 0 04¾
½ barrels 0 05
THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.
ROGERS' GOLDEN SYRUP
Manufactured from pure cane sugar.
2 lb. tins, 2 doz. in case....$4 05
5 lb. tins, 1 doz. in case.... 4 75
10 lb. tins, ½ doz. in case... 4 45
20 lb. tins, ¼ doz. in case... 4 35
Delivered in Winnipeg in carload lots.
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CALIFORNIA RIPE OLIVES
DEL MONTE BRAND

Size	Mam.	Large	Med.
2½ Can.	$ 4 75	$ 3.75	$2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can	14.00	12.00	9.00

YUBA BRAND

2½ Can	$3.00	$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Picnic Can		.90

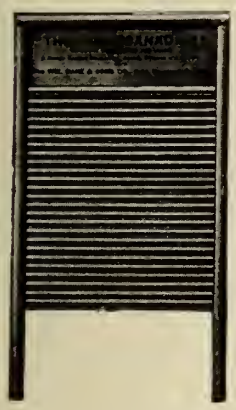
All prices per dozen—F.O.B. Jobbing Points
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"THISTLE" BRAND
A. P. TIPPET & CO., Agents
Cases, 4 doz. each, flats, per case $5 85
Cases, 4 doz. each, ovals, per case 5 85
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MAGOR SONS & CO., LTD.
Robinson's patent barley, ½-lb. tins, $1.60; 1-lb. tins, $3.00; Robinson's patent groats, ½-lb. tins, $1.60; 1-lb. tins, $3.00.
BEAVER BRAND CORN AND MAPLE SYRUP
Quart tins (wine measure), 2 doz. in case, per case ... 4 70
STOVE POLISH
JAMES DOME BLACK LEAD
2a size, gross 2 50
6a size, gross 2 40
STOP-ON POLISHES Doz.
Polish, Black, Tan, Ox-blood and Nut-brown 0 85
Dressing, White, 4-oz. bottle 2 00
NUGGET POLISHES
Doz.
Polish, Black and Tan 0 85
Metal Outfits, Black and Tan 3 85
Card Outfits, Black and Tan 2 25
Creams and White Cleanser 1 10
ORANGE MARMALADE
"BANNER BRAND" PURE FRUIT PRODUCTS
JAMS AND JELLIES
2's $2 10
4's 0 35
5's 0 42
7's 0 60
30s, wood 0 08
12-oz. glass jar 1 15
Tumbler, glass 0 95
MARMALADES
2's, per doz. $2 30
4's, per pail 0 40
5's per pail 0 45
7's, per pail 0 65
30's, wood, lb. 0 08¾
12-oz. glass, jar, doz. 1 20
Tumbler, glass, doz. 1 00
Prices subject to change without notice.
WENTWORTH ORCHARD CO., LTD.,
Hamilton and Toronto.
Pure Fruit, Jams and Jellies
Raspberry and Apple, Strawberry and Apple, Peach and Apple, Plum and Apple, Gooseberry and Apple, Black Currant and Apple, Red Currant and Apple: Tumblers, 90c. doz.; 12-oz. jars, $1.20 doz.; 16-oz. jars, $1.60 doz.; No. 2 gold tins, $2.30 doz.; No. 4 gold pails, 40c each No. 5 gold pails, 50c each.
Fruit Pie Filling
Raspberry flavor, strawberry flavor, peach flavor, plum flavor, gooseberry flavor, No. 2 gold tins, $2.30 doz.
Whole Tomato Catsup
½ pints, bottles 0 95
Pint, bottles 1 30
Worcestershire Sauce
½ pints, doz. 0 95
Pints, doz. 1 39
YEAST
White Swan Yeast Cakes, per case, 3 doz. 5c pkgs.. 1 20
IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.
Black Watch, 8s, butts 9 lbs. .....$ 0 60
Bobs, 6s and 12s, 12 and 6 lbs. 0 46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs. 0 46
Currency, 6s, ½ butts, 9 lbs. 0 46
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs. 0 48
Walnut Bars, 8½s, boxes 7 lbs. 0 64
Pay Roll, thick bars, 8½s, 6 lb. boxes 0 68
Pay Roll, thin bars, 8½s, 5 lb. boxes 0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies 0 68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs. 0 57
Empire, 7s and 14s, caddies 15 lbs., ¼ caddies, 6 lbs.. 0 56
Great West, pouches, 9c..... 0 72
Forest and Stream, tins, 11s, 2 lb. cartons 0 89
Forest and Stream, ¼s, ½s and 1-lb. tins 0 80
Forest and Stream, 1-lb. glass humidors 1 00

Bigger profits for you and better service for your customers

This, Mr. Dealer, is what the

NEW ALL-CANADIAN, ALL-WOODEN WASHBOARD

means to you



The prohibitive prices of zinc and aluminum have removed from popular favor the washboards made of these materials, and have resulted in the production of the New All-Canadian, All-Wooden line. This latter is just as good a board, gives better service, and produces a better profit for the dealer than the old line. It is, as its name implies, Canadian-made right through.

The rubbing surface is made of the finest grained hardwood— a vast improvement on the wooden washboard of former years.

Try what a little stock of the "New All-Canadian" will do for you in the way of larger profits.

Retails at 20c.

The Wm. Cane & Sons Co., Limited
NEWMARKET, ONTARIO

Fresh Fruits and Vegetables

Selections from the Southern Markets arriving daily.

Strawberries, Pineapples, Tomatoes, New Carrots, Spinach, Asparagus,

Oranges, Navels and Late Valencias.

New Cabbage and Celery.

Texas Onions in Crates.

Quality Frist—always. Largest assortment to choose from.

WHITE & CO., LIMITED
Wholesale Fruits and Fish
TORONTO
Branch at Hamilton.

So they ask for MAPLEINE

because there's nothing quite so goodina "Mapley" flavor.



ORDER FROM:
Frederick E. Robson & Co.
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Mason & Hickey
287 Stanley St.
Winnipeg, Man.

Crescent Mfg. Co.
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One Inch Space
$1.00 Per Issue
on Yearly Order.

Fruits Bananas Lemons Oranges and also All Early Vegetables

Lemon Bros.
OWEN SOUND, ONT.

"St. Nicholas" B.L.O.E.

The most profit, the most satisfaction is obtained by handling only

St. Nicholas
The best LEMONS on Earth

J. J. McCabe
Agent
TORONTO

If any advertisement interests you, tea r it out now and place with letters to be answered.

If Spare Time Means Dollars to You

If an extra $5.00 or $10.00 a week interests you and you have two or three hours a day that you can spare, let us tell you how that much time can be turned into money. The more time you have the better the pay. We'll buy all you have and pay cash for it.

We need bright, active, hustling young men as district representatives. We will within the next month make hundreds of appointments—why not write at once and **secure** your district. If you are looking for an increase in wages, to take care of your many extra summer needs—our plan provides the money for them without interfering in the least with your regular duties.

We need a man in your home town to represent us, and for that **service,** his earnings will be liberal. That, we will tell you all about when you write us.

Do so to-day—next week every minute of your spare time will count for you in cash.

Address

THE MACLEAN PUBLISHING CO.

Dept. C. G. TORONTO - CANADA

Three Authentic Works on

TEA AND COFFEE

By "America's Greatest Tea and Coffee Expert"

New and Enlarged Edition

Tea Blending as a Fine Art

By JOSEPH M. WALSH

The best and only work of the kind ever published in the United States, and especially designed for the use and instruction of those engaged in the Tea and Grocery business, containing formulas for the scientific and judicious combination of the different varieties and grades of Tea.

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This work is written in a practical style, showing exhaustive research. Is full of valuable facts and is a marvel of comprehensiveness and utility to the Tea trade in general.

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By JOSEPH M. WALSH

A book of useful and accurate information, and everything pertaining to Coffee, being at the same time the fullest and most complete work of the kind ever published. It should be in the hands of every grocer and dealer.

12mo. Cloth Extra, Net, $2 00 By Mail, $2.10

Send your order to Book Department

MacLean Publishing Co., 143 University Ave., Toronto, Can.

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c|o Canadian Grocer, University Avenue, Toronto.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

WANTED—MEN. ARE YOU CAPABLE OF organizing and controlling a subscription sales force? If you are, you are the man we want to get in touch with. We have a plan that will make you "real money." Part or whole time accepted. Drop us a card for full particulars. The MacLean Publishing Co., 143-153 University Ave., Dept. F, Toronto, Ont.

FOR SALE

FIRST-CLASS GENERAL STORE BUSINESS for sale—in prosperous village in the heart of the Niagara fruit district. Well assorted, clean stock. Turnover $32,000. Stock about $8,500, also store with dwelling and other buildings, $7,000. This is worth an investigation. Owner discontinuing retail business. Box 143, Canadian Grocer.

FOR SALE—ONE TWO HUNDRED ACcount size McCaskey account register, in good condition; will take $75.00 for quick sale; cost $115.00. Box 142, Canadian Grocer.

McCASKEY 200 ACCOUNT REGISTER — nearly new; complete with books and files. Cash $85.00. Time payments, $90.00. Apply Box 82, Plattsville, Ont.

McCASKEY, 300 ACCOUNTS REGISTER — Five months in use, like new, complete, cash $100, time payments, $110. Large Chapleau Safe, $50.00. American Broom Works, St. Basil, Que.

MISCELLANEOUS

EVERY MERCHANT WHO SEEKS MAXImum efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

TANGLEFOOT

The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

OAKEY'S KNIFE WELLINGTON POLISH

JOHN OAKEY & SONS, LIMITED, LONDON ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

Toronto Butchers' Supply Co.
LIMITED

Cleaners, Importers, and Exporters of Sausage Casings. Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.
49 DUNDAS STREET, - - TORONTO

EGG FILLERS

Our capacity is three times the total Filler requirements of Canada
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LIMITED
TRENTON, ONTARIO, CANADA

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS

Book-debts are moneys in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto St. Toronto — 52 Can. Life Bldg. Montreal

CHIVER'S
JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

KINDLY MENTION THIS PAPER WHEN WRITING TO ADVERTISERS.

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

W. GEO. VARTY
29 Melinda Street - TORONTO
Agent for G. WASHINGTON'S COFFEE
Phone M. 7089

This space $1.00 per insertion on yearly order.

If any advertisement interests you, tear it out now and place with letters to be answered.

IS your coffee department all that it should be?

Thousands of grocers throughout Canada can vouch for the trade-building qualities of Chase & Sanborn's High Grade Coffees.

CHASE & SANBORN
Montreal

No. 48

Grade certificated Bird!

(Canada's 105-year-old Pioneer)

Into the Garden Again



"How quickly the years do go; seems only like a few weeks since I planted my garden which last year did its share to add to the wealth of Canada.

"You know, lad, it's funny how a person changes his mind about gardening; you learn more the older you get and improve with age.



"Even in the matter of tobacco a fellow's taste changes—I used to be able to chew most anything, but not so now. I find my old favorite *King George's Navy* so much more satisfying—so flavory—so delicious, that I simply can't use any other."

Grocers everywhere have found this out.

Rock City Tobacco Co., Ltd.
Quebec and Winnipeg

Extra Dollars Count

When trade is backward, advertised specialties help to keep the balance on the right side. All your best customers will use *Sani-Flush,* it saves disagreeable work and maintains a sanitary condition in the home.

Cash in on the advertising for



Sani-Flush

Cleans Water-Closet Bowls

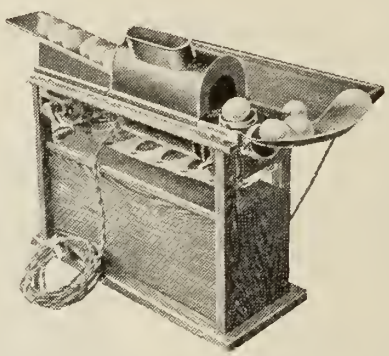
A display in your store will encourage the purchase of this preparation. Each trial will make a constant user. **Sani-Flush** supplants nothing, but affords you a new profit.

Harold F. Ritchie & Co., Limited

10-12-14 McCaul St., Toronto

Do You Believe That There is a

BEST?



OF COURSE, and you want it, too, if the price is right.

The Electric Daylight Egg Tester is the

BEST EGG CANDLER

on the market.

It will test 300 dozen eggs an hour, and it will do the job perfectly. The operator needs no particular experience. The Electric Daylight Tester is

Neat, Durable and Inexpensive

It will add to the appearance of a counter and will enable the dealer to absolutely guarantee the freshness of the eggs he sells. A guarantee with eggs means money and satisfied customers. Write to-day for our special offer on all orders received during the next sixty days.

A. E. Jennings Company

535 Detroit St.

ANN ARBOR, MICHIGAN

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With a strong and advancing market, the demand for canned goods, especially tomatoes, is heavy, and opening prices will undoubtedly be higher than current prices.

So you had better make sure of your supply until the crop arrives and at the same time get in touch with us about the future.

LAPORTE, MARTIN, LIMITÉE

Wholesale Grocers

584 St. Paul St. West **Montreal**

HELP YOURSELF TO A REPUTATION

by buying a copy of

THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

YOU will enjoy reading it, because you will find it the most interesting and entertaining book you ever saw—and the *result* will be that:

YOUR BANK ACCOUNT will profit, for the information acquired will save you money—and

YOUR REPUTATION will be strengthened, because you will know so much more about foods, etc., than any of your competitors who do not possess the book. Your customers will be quick to notice the difference and will look up to you as an authority. *Such a reputation is very valuable and brings business.*

SOME PRESS COMMENTS

THE GROCER'S ENCYCLOPEDIA is the most magnificent work of the kind ever published. Complete, authoritative and up-to-date information on every article handled by the grocery trade. Hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

MAKE YOURSELF A PRESENT OF A COPY.

1,200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper and strongly bound in heavy buckram. *It cost more than* $50,000 to produce, but it sells for

ONLY $10.50, DELIVERY PREPAID.

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada

If any advertisement interests you, tear it out now and place with letters to be answered.



This is a Profit Maker

Deliciously appetizing in the extreme, these Oil Sardines are very popular everywhere with lovers of quality sea foods. Dealers handling them find it good business to keep a stock always well to the fore in window and counter displays.

Every Brunswick Brand Product is a Dependable Business Getter

The location of our factory, close to what is probably the best fishing ground on the Atlantic, enables us to eliminate all but the very choicest fish, while the equipment of the factory itself removes possibility of inferior processing or insecure sealing.

Every Brunswick Brand product is well worth while. You are not trying out any experiment in selling Brunswick Brand Sea Foods—they have been proven sales-getters and satisfaction-givers.

Order a trial supply from the following list:—

¼ Oil Sardines	Herring in Tomato Sauce
⅜ Mustard Sardines	Clams
Finnan Haddies	Scallops
Kippered Herring	(Oval and Round Tins)

Connors Brothers, Limited

Black's Harbor, N. B.



has set the **Standard** for quality for over seventy years. Its purity, strength and reliability make it the prime favorite of careful housewives.

For customer satisfaction and better profit you cannot afford to be without a supply of Cow Brand Baking Soda.

CHURCH & DWIGHT

Manufacturers LIMITED

MONTREAL

CONCORD CANNING CO.

We guarantee

1 That all Sardines bearing our name as packers are packed from the finest autumn caught fish.
2 That fresh caught fish only are used in our canneries
3 That the Olive Oil or Tomato Sauce used are of guaranteed purity and of the finest quality obtainable
4 That we use the greatest care and cleanliness in the packing

CONCORD CANNING CO.

We ask the consumer kindly to write us if dissatisfied

The above is an exact reproduction of our guarantee appearing on every tin of

Concord Norwegian Sardines

Their delicate and distinctive flavor is much appreciated by those who know what is good, and the steadily increasing demand for this brand makes it necessary for you to handle them.

They leave a good profit for the retailer. See to your stocks.

List of Agents:

R. S. McINDOE, Toronto.
WATSON & TRUESDALE, Winnipeg.
MARITIME FISH CORPORATION, LTD., 4 St. Nicholas Bldg., Montreal.
W. A. SIMONDS, St. John, N.B.
H. C. JANION, Vancouver, B.C.

Y & S STICK LICORICE

48 5c. Packages to Box



The old-fashioned remedy for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY
MONTREAL

FROM COAST TO COAST

You can now obtain fresh supplies of

McVitie & Price's
HIGH-CLASS
BISCUITS

from the following appointed Agents:—

Nova Scotia: C. E. Choat & Co., Halifax, N.S.

Ontario: C. H. Cole, 33 Front St. East, Toronto (Selling Agent).

Manitoba and Saskatchewan: Richards & Brown, Ltd., James Street, Winnipeg.

Alberta: Campbell, Wilson & Horne, Ltd., Calgary; Campbell, Wilson & Horne, Ltd., Lethbridge; Campbell, Wilson & Horne, Ltd., Edmonton.

British Columbia and Yukon: Kelly, Douglas & Co., Ltd., Vancouver; Kelly, Douglas & Co., Ltd., Victoria; Kelly, Douglas & Co., Ltd., New Westminster; Kelly, Douglas & Co., Ltd., Prince Rupert.

McVitie & Price, Limited
EDINBURGH and London

McVitie & Price of Canada, Limited
Vaudreuil St., St. Paul St. E., Montreal

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1|Wharf Road LONDON N., ENGLAND

The New Jam

HERE IT IS



Mother's Jam

If anything called 'jam' suits your trade (which we cannot believe), then you don't need this line, BUT,—if you want to give your trade a scientifically blended jam that is perfection itself,—a revelation in the art of jam-making,—then get in touch with

MASON & HICKEY, WINNIPEG

OR ANY OF THEIR BRANCHES—OR

W. G. PATRICK & CO.,

TORONTO

In This Issue—Saskatchewan R.M.A. Convention Report

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, MAY 19th, 1916 No. 20

BENSON'S



For 50 years and more, Benson's Corn Starch has been generally recognized as being the standard of Purity and Quality.

Its prestige as the leader is greater to-day than ever before.

Every grocer who believes in "Quality First" stocks and recommends BENSON'S Corn Starch.

Be sure that the package bears the address:

The Canada Starch Co., Limited

BENSON'S

All The Year Round

O-Cedar Polish is not used in certain seasons only. It is used all the year round by your customers. Whenever dusting is done,

O-Cedar Polish

(Made in Canada)

ASK your jobber about our different "Profit Deals." It means money in your pocket.

is used. It saves time and work in the home. Keep your shelves well stocked all the time and always have it *prominently displayed.*

Order From Your Jobber.

Channell Chemical Co.
Limited
369 Sorauren Ave., Toronto



JUST YOU NOTICE EVERY 1

of the grocers after the above date, when the Manitoba Temperance Act comes into force in Manitoba, seize the opportunity by pushing

Drewry's Golden Key Brand
Soft Drinks, Fruit Wines and Squashes

The beauty of this line is that you have no dead stock on your hands. If you are in the city our driver calls every day if necessary, and if you are in the country a week's supply is plenty. Write to-day for prices and start in handling this line of the grocery trade and get your share of it.

Address Dept. B

E. L. DREWRY, Limited - Winnipeg













You couldn't find a surer way

to bigger Summer business than by featuring the well-known

BORDEN MILK PRODUCTS

A stock of Borden's well-displayed will turn the slow Summer months into a real busy season because these wholesome Canadian-made products are just the right thing for the camper, picnicker or summer cottager. The little trouble involved in preparing Borden's have popularized them with all manner of outing folk, hence these lines are in constant demand all through the Summer season.

A goodly share of this profitable business can be secured in your own town. Counter and window displays of Borden's will secure it for you; Borden satisfaction will give your customers increased confidence in the goods you handle.

Begin featuring Borden Milk Products from now on. Results of the first display will leave no doubt in your mind as to the selling value of Borden's.

Send in your order to-day.

Borden Milk Company, Limited

"LEADERS OF QUALITY"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.

Ceylon and Indian Blacks

Prices on all black teas now afloat have advanced from four to eight cents per pound. The serious freight problem from the East gives no promise of relief, and prices must rule much higher upon all new importations.

We have a large, well-selected stock of Ceylons, Indians, Japans, Congous, Gunpowders, etc., secured before the present situation became acute.

Write us now regarding your requirements and our sample department will be at your service with lowest quotations.

KEARNEY BROS., LIMITED

TEA Importers COFFEE

33 St. Peter St. ESTABLISHED 1874 **Montreal**

The House of Good Service

BUYING: The splendid values that we continually offer the Retail Trade are the result of a careful study of all markets with heavy buying at the opportune moment.

SELLING: We give our Retail friends every opportunity to get in when the market is right.

GENERAL POLICY: We make a point of dealing in a liberal spirit with all contentious matters that come before us. If you are entitled to an adjustment you get it quick. If not, we tell you so frankly.

We pay telephone calls and telegraph messages on all business placed.

We treat one and all the same. Some Wholesalers make exceptions. They give preferential treatment to certain customers. **This is not our policy.** We treat you well, and everybody the same.

PRODUCE: FRUIT DEPARTMENT: Highest market prices; Fair grading; Prompt returns. Try our service in this Department.

We operate independent of all others. For this reason and on the ground of good service, we solicit your patronage.

H. G. SMITH, LIMITED

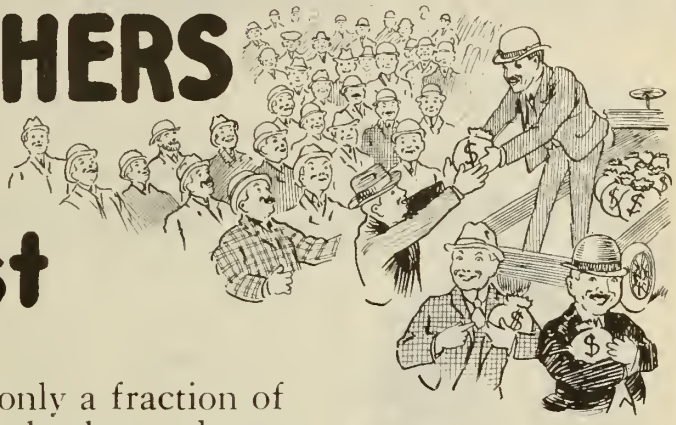
Wholesale Grocers **Buyers of Farm Produce**

Independent Fruit House

REGINA, SASK.

If any advertisement interests you, tear it out now and place with letters to be answered.

Here are the Prize Winners in LEVER BROTHERS Grand Window Dressing Contest



THE prize-winners below represent only a fraction of those who took part and our heartiest thanks are due to all for their whole-hearted co-operation. The Judges—(editors "Canadian Grocer," "Retail Grocer" and Mr. J. J. Gibbons), worked from numbered photos only, and were of course absolutely impartial, but their work was very difficult, due to the dozens of splendid displays entered. The winners are:—

TORONTO DIVISION:

Grand First Prize, $35 in cash—J. Wilson, 151 Broek Ave., Toronto.
Grand Second Prize, $20 in cash—E. Monk, 300 Simcoe St.. Toronto.
Grand Third Prize, $10 in cash—Haffey & Co., 459 Bloor St. W., Toronto.

HAMILTON DIVISION:

Grand First Prize, $35 in cash—Pebbles, Hobson & Co., Hamilton.
Grand Second Prize, $20 in cash—D. M. Brown, Herkimer & Caroline Sts., Hamilton.
Grand Third Prize, $10 in cash—W. Hilton, 41 Quebec St., Guelph.

LONDON DIVISION:

Grand First Prize, $35 in cash—Wm. McDougall, Ingersoll, Ont.
Grand Second Prize, $20 in cash—W. J. Hogarth, Ingersoll, Ont.
Grand Third Prize, $10 in cash—J. McCorvie & Son, 142 King St., Chatham.

BELLEVILLE DIVISION:

Grand First Prize, $35 in cash—W. O. Webster, Trenton, Ont.
Grand Second Prize, $20 in cash—Geo. Puckett, Oshawa, Ont.
Grand Third Prize, $10 in cash—Clair Barnett, Tweed, Ont.

OTTAWA DIVISION:

Grand First Prize, $35 in cash—W. T. Aekland, 250 Bank St., Ottawa, Ont.
Grand Second Prize, $20 in cash—Bryson, Graham, Ltd. (Gro. Dept.), Ottawa.
Grand Third Prize, $10 in cash—Wilson & Greenwood, Sudbury, Ont.

Announcement of the Montreal City Division Prize Winners will be made in a later advertisement.

Hook up with our Big Spring and Summer advertising. Write us for splendid new window dressing material to-day.



These are the real day in and day out Prize Winners for every Canadian grocer. Splendid Canadian products, heavily advertised—It pays to display them.

Winners of $5 Consolation Prize

TORONTO DIVISION: Geo. T. Apperley, 2020 Queen St. E.; A. J. Butcher, 142 Sackville St.; P. Bone, 195 Avenue Road; W. Black, 1960 Queen St. E.; W. F. Hopkins, Islington, Ontario.

HAMILTON DIVISION: J. Knox, Ray and Peter Sts.; A. Norrington, Streetsville, Ont.; S. B. Hamilton, 154 Sandford Ave., N. Hamilton; C. A. Pothier, c|o M. Cummings, Barton and James St., Hamilton; J. P. Robertson, Grimsby, Ont.

OTTAWA DIVISION: Noel Clarke, 295 Bronson Ave., Ottawa; F. W. Robertsou, Almonte, Ont.; A. S. Moreland, Bank and Havre Sts., Ottawa.

BELLEVILLE DIVISION: A. J. McCrodan, 295 Front St., Belleville; Ed. A. Kellaway, 20 W. Bridge St., Belleville; J. F. Holloway, Lindsay, Ont.; J. Wilson, c|o A. E. O'Connor, Kingston; Piper & Young, Oshawa, Ont.

LONDON DIVISION: J. A. Armond, Owen Sound, Ont.; W. E. Palmer, Sarnia, Ont.; L. Jackson, 1006 Dundas St., London; D. N. Duncan, Owen Sound, Ont.; R. W. Jones, 46-48 Blackfriars St., London.

LEVER BROTHERS, LIMITED

Eastern Avenue, Toronto

LUX—LIFEBOUY—SUNLIGHT—TOILET SOAPS—WELCOME SOAP POWDER

If any advertisement interests you, tear it out now and place with letters to be answered.

For Spring Cleaning
Babbitt's Cleanser
The 5 Cent Line



Cleans, Scours, Scrubs, Polishes, Purifies

Full weight package sells at

5 cents

giving double value (and premiums for the trade-marks as well.)

Shows you a good profit and is a sure repeater.

Agents:
WM. H. DUNN Limited, Montreal
DUNN-HORTOP, Limited, Toronto

Brooms of Quality

may always be had by ordering our brands. We have them at
$3.00, $3.25, $3.50, $3.75,
$4.00, $4.25, $4.50, $4.75,
$5.00, $5.50, $5.75, $6.00
per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

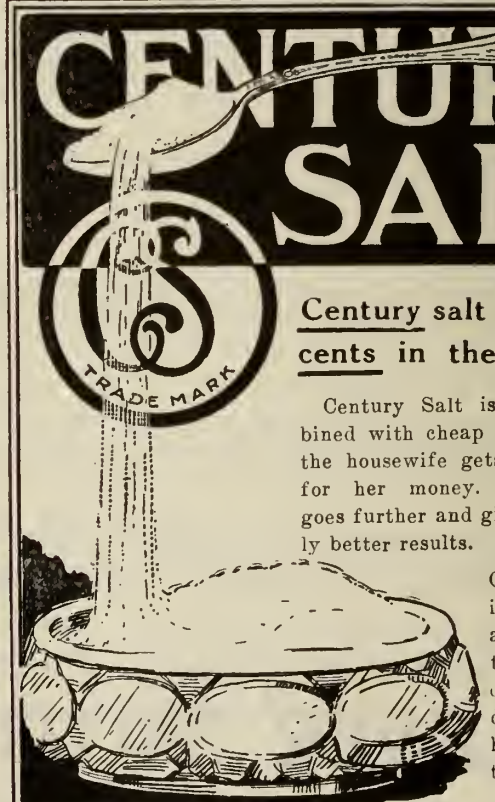
Walter Woods & Co.
Hamilton - Winnipeg

When you sell
HEINZ 57 VARIETIES
PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
by Canadian Employes.

H. J. Heinz Company
Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto

CENTURY SALT



Century salt put the cents in the profits

Century Salt is not combined with cheap ingredients; the housewife gets full value for her money. Pure Salt goes further and gives infinitely better results.

Century Salt is refined and purified to the last degree. The dealers who handle get the profits.

THE DOMINION SALT Co LIMITED
SARNIA, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

Grocer's Salesmanship

versus

The Milkman's Pockets

If you—Mr. Grocer, will tell your customers about "Canada First" Milk, many dimes will be "rung up" on your National instead of slipping away into the milkman's pockets.

We will help you make the sales — Send us your name and address.

You do this—we'll do the rest.



Can be whipped just like fresh cream.

(Chill before whipping)

Aylmer Condensed Milk Co.
Limited
AYLMER, ONTARIO

Sales Help Coupon

THE AYLMER CONDENSED MILK CO., Limited
AYLMER, ONTARIO

Send me your Sales Helps.

Name .....

Address .....

If any advertisement interests you, tear it out now and place with letters to be answered.

THIS IS ROWLAND R. POPPLETON

HIS SPARE TIME PROFITS AMOUNTED TO $40 IN THREE WEEKS



We Have Positions For More Men of Mr. Poppleton's Ability.

When Mr. R. R. Poppleton inquired about our representative plan he did it with the intention of turning his spare time into an extra $5.00 a week. He little thought that an hour now and again would produce $40.00 in three weeks' time. But this is the exact amount which Mr. Poppleton has earned, and it has interfered in no way with his regular occupation.

The present demand for MacLean's Magazine makes necessary more representatives. To the young men of energy and ambition—students—teachers—young people just starting in business, we offer opportunities equal to the one that hundreds of MacLean representatives have found profitable.

The work is permanent, pleasant and extremely profitable. We teach you—co-operate with you—your success with us is guaranteed if you are very much in earnest.

All particulars free upon request.

The MacLean Publishing Co.

143-153 University Ave., Toronto, Ont. Limited

CLARK'S



CONCENTRATED SOUPS

prepared from only the finest of materials and guaranteed absolutely pure.

MADE IN CANADA

and without a rival in either home or imported Soups.

TOMATO	**CHICKEN**
CELERY	**MOCK TURTLE**
PEA	**MULLIGATAWNY**
VEGETABLE	**SCOTCH BROTH**

etc., etc.



Ask your jobber for prices or send us a post card, but STOCK NOW.

W. CLARK, Limited, Montreal

Clark's

If any advertisement interests you, tear it out now and place with letters to be answered.

"DO YOUR BIT"

Do your bit in the upbuilding of Canada's industries by supporting Canadian enterprise.
The high quality and trade-creating possibilities of

Malcolm's Made-in-Canada Milk Products

are opening up big business for dealers all over the Dominion. Wherever featured these palatable home-made products have never failed to "make good" with the public.

All our lines are accredited leaders in their respective fields, possessing that delicious, natural wholesomeness which wins the whole-hearted approval of the housewife.

Look over the following. Note our prices and send for trial supply.

St. George Brand Coffee, 2 doz. in case	$4.80
St. George Evaporated Milk, 4 doz. in case	3.75
Banner Condensed Milk, 4 doz. in case	5.75
Princess Condensed Milk, 4 doz. in case	4.75

The Malcolm Condensing Co., Limited, St. George, Ont.









"Without exception the ablest book ever published on the subject of Coffee."—Mexican Investor.

New and Illustrated Edition

Coffee; Its History, Classification and Description

By JOSEPH M. WALSH

A book of useful and accurate information, and everything pertaining to Coffee, being, at the same time, the fullest and most complete work of the kind ever published. It should be in the hands of every grocer and dealer.

CONTENTS: Early History and Introduction, Geographical Distribution; Botanical Characteristics and Form; Cultivation and Preparation; Commercial Classification and Description; Roasting, Glazing and Grinding; Adulteration and Detection; Chemical, Medical and Dietical Properties; Art of Blending and Preparing; World's Production and Consumption.

12mo. **Cloth Extra, Net, $2.00** **By Mail, $2.10**

"A marvelous work, great in conception and great in execution." —*Texas Grocers' Review.*

"The most exhaustive, interesting and instructive work ever published on Coffee."—*Brooklyn Grocers' Gazette.*

"An interesting and instructive work, of the greatest value to every Coffee roaster and dealer in general."—*Trade Magazine.*

"An attractive volume of useful material to the Coffee trade, clear, concise and comprehensive."—*Philadelphia Ledger.*

"We cordially recommend the work to all interested in this indispensable product. Every dealer in Coffee should possess a copy of this valuable book.—*Grocers' Criterion.*

"The work is of exceptional interest and instruction, being attractively written and richly illustrated, and should be read by all who deal in or use Coffee."—*Indianapolis Trade Journal.*

"The work contains a vast amount of valuable information, condensed into a small compass, and is simply invaluable to the planter, dealer and consumer alike."—*Mexico Two Republics.*

"The author, Mr. Joseph M. Walsh, is, without doubt, *the greatest authority in America upon the subjects of Tea and Coffee.* The book before us is a repetition of his former achievement on Tea, which required several editions to supply the trade demand." *Maritime Grocer.*

"An excellent and exhaustive work, containing a complete history as well as all necessary information on the cultivation and preparation of the Coffee berry. The volume will be found especially useful to the growers of this valuable plant on the Central and South American Coasts."—*Panama Star and Herald.*

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

If you are about to order your supplies of Laundry Blue, remember that

5 C.

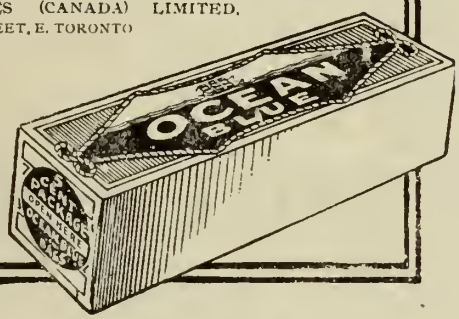
OCEAN BLUE

packets will add to your reputation, as well as your profits. It is the Blue that helps most on washing days.

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED,
33 FRONT STREET, E. TORONTO

Western Agents: For Manitoba O. F. Lightcap, Winnipeg. For British Columbia and Yukon Creeden & Avery, Rooms 5 and 6 Jones Block, 407 Hastings Street, West, Vancouver





Have you tried

WETHEY'S ORANGE MARMALADE?

It is making a hit.

In Every Basket

Greater than any possible profit to the up-to-date grocer is the satisfaction of selling a good article.

Shredded Wheat

brings to the grocer both profit and satisfaction. Shredded Wheat in every basket that goes out means satisfied customers. It is always the same high quality — the one universal, staple breakfast cereal. It is ready-cooked and ready-to-serve.



60-U

This Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

MADE IN CANADA

The Canadian Shredded Wheat Co., Limited

Niagara Falls - Ontario

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

ONTARIO

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners and Drug Specialties
12 FRONT STREET EAST TORONTO

ON SPOT
White Beans,
Evaporated Apples
Currants and Raisins

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

If you want some first-class old leaf Tobacco, processed, so that all of that rank smell and taste is taken out of it, put up in five different grades, write
LEWIS WIGLE
LEAMINGTON, ONTARIO

WESTERN PROVINCES

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP
179 Bannatyne Ave. - Winnipeg, Man.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited

THE H. L. PERRY CO.
214-216 Princess Street, Winnipeg
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.
Correspondence solicited.
"Always on the Job"

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

MEN WITH SALES ABILITY.

We have a few desirable openings for men of this type to call on Grocers in connection with Star Egg Carriers and Trays. 63% of the grocers of the country are already using Star Equipment. To men with proven selling ability we can offer an exceedingly interesting proposition.

For particulars, apply
STAR EGG CARRIER & TRAY MFG. COMPANY
1113 JAY STREET ROCHESTER, N.Y.

The
CONDENSED AD.
PAGE
WILL INTEREST YOU

FEATURE FOR THE TRENCHES

G. Washington's Refined Coffee

Canadian Sales Agents:
Edmund Littler,
169 William St., Montreal, P.Q.
W. Geo. Varty,
29 Melinda St., Toronto, Ont.
W. G. Kyle,
261 Stanley St., Winnipeg, Man.
E. J. Roberts,
215 10th Ave. West, Calgary, Alta.

MARITIME PROVINCES.

J. N. COCHRAN
Manufacturers' Agent and Grocery Broker
FREDERICTON, N.B.
I have a connection with both wholesale and retail trade throughout the entire Maritime Provinces.

British firm having a large connection among best buyers in Great Britain invites correspondence and offers from
Shippers and Packers of Pork, Frozen and other Meats, Dairy Produce, Canned Goods, etc.
CIF, FOB, and landed terms. Advances against consignments. References exchanged.
WM. THOMAS & CO.
General Provision Commission Merchants and Brokers
29 Tooley Street, London, Eng.
Telegraphic and Cable Address:— Prodairos, Tooley London, A.B.C. Code, 5th Edition.

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT.

FRENCH CONDIMENTS

Notwithstanding much difficulties, we are receiving High-Class Groceries from France.

L. A. Price & Co., Bordeaux, France

Just received a small shipment:

BONELESS ANCHOVIES, bottles,
HARICOTS VERTS, Extra Fins,
Extra Fins FRENCH PEAS,
FRENCH MUSTARD, Glass
TRUFFLES, tins and bottles,
BAR LeDUC JELLIES, Red and White
FRENCH WHITE WINE VINEGAR

WHAT ABOUT SEEDED RAISINS?

CALIFORNIA CHOICE No. 16—
"Spot" BO-PA-CO Brand ..... .09 pack

CANNED STRAWBERRIES, 2's
Heavy Syrup, Very Reasonable ..... $1.65 doz.

BARTLETT PEARS, 2's
Heavy Syrup, "PEERLESS" Brand ..... 1.50 doz.

BEETS, 2's, Whole
600 doz. ..... .50 doz.

CANNED VEGETABLES and FRUITS
It will be interesting to you to have our prices. We have a large and well-assorted stock.

"PRIMUS" TEAS IN PACKAGES
Nearly 25,000 *pounds*

Sold and delivered in one month. Repeat orders are numerous. Why not send us a trial order?

L. CHAPUT, FILS & CIE, LIMITÉE

Wholesale Grocers and Importers

MONTREAL

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality

—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY

HAMILTON, ONTARIO



MILES AHEAD OF SOAP.

Biggest Value on the Canadian Market.

10 ounces net weight, 10 cents retail; 16 ounces net weight, 15 cents retail. Wholesale price $10.80, and $14.40 a gross.

GRE-SOLVENT

Instantly dissolves and removes from the hands all kinds of Machine-grease and Grime, Paint, Printers' Ink, etc., etc.

A great Comfort and Time-saver to all who have to face the cleaning-up problem.

It does not chap, roughen or otherwise injure even the most sensitive skin.

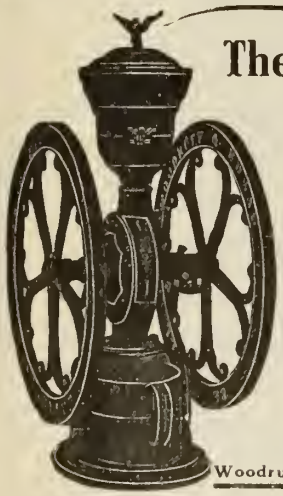
A strictly high-grade product prepared for those who want the Best.

Frequently imitated since its introduction in 1903 but never equalled for quality and satisfaction.

ROBERTSONS LIMITED

KINGSTON, ONT.

SOLE CANADIAN DISTRIBUTORS.



The Elgin Coffee Mill will bring you better profits

BECAUSE

—it grinds quickly and easily and eliminates lost time.

it grinds the coffee in just the grade your customers require.

—the better service it enables you to give them will mean more customer satisfaction and an extension of their patronage.

Why not investigate the merits of the Elgin? A postcard will bring you our free descriptive booklet No. 24-C.

You can order any Elgin National through your jobber.

Woodruff & Edwards Co., Elgin, Ill. U.S.A.

IT IS IMPORTANT!

If you have something to dispose of in goods or service that as many buyers as possible get to know you and your product. This can be accomplished through

Canadian Grocer

143 University Avenue, Toronto

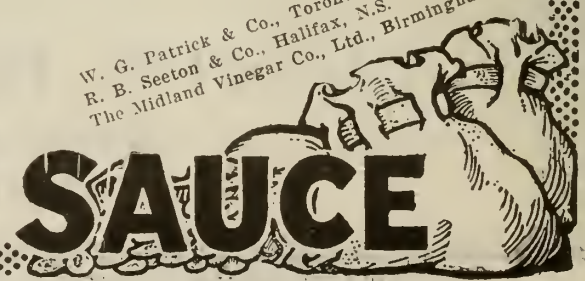
Try a bottle of H.P. SAUCE on your own table

You will see why it's selling so freely—there's a "want-more" fascination about H.P. that is crowding the grocer's store all over the world, besides it shows a good profit.

Wouldn't it be worth your while to stock

H.P. SAUCE

W. G. Patrick & Co., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.



If any advertisement interests you, tear it out now and place with letters to be answered.

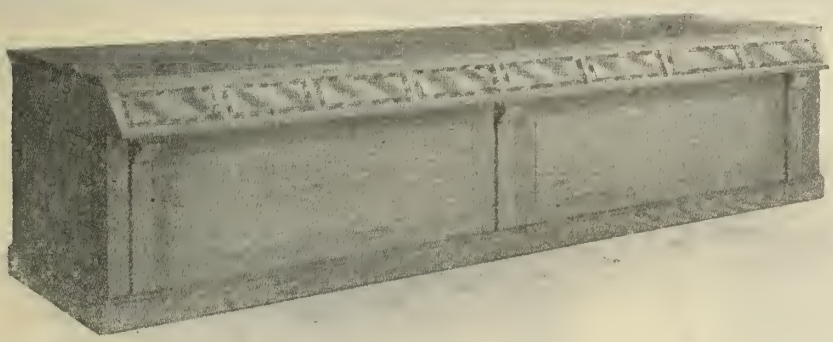
Give Them the Best

The Preserving Season is coming along

St. Lawrence DIAMOND Granulated

Is the best Sugar on the market

It ensures good Jams, Jellies and Preserves, and avoids disappointments and trouble later on with the housekeeper



The ARNETT Grocery Counter

Bins and Drawers in Rear

Retailers of Saskatchewan

Arnettize Your Stores!

What's that? Well, look here, you heard a lot at the R.M.A. Convention about fighting mail order houses. The best way to beat these fellows is to have the right goods in your store and to SHOW them right.

There's where you have the advantage. The mail order houses can only show their goods in a catalogue. You can display yours in an Arnett Silent Salesman or in an Arnett Grocery Counter. Thus you hold your old customers and attract new ones. Fixtures like these beautify your store, lessen labor, quicken service, and make it possible to fight the mail order houses effectively.

When you put an Arnett Grocery Counter in your store you will notice a difference in your cash account. That is why so many Merchants are installing them.

STICK UP FOR THE WEST

If you are not asleep and snoring you will write for a descriptive circular, which will be mailed you without obligation.

Thomas Lewis Arnett

Builders of High Grade Store and Office Fixtures

SOURIS
MANITOBA

If any advertisement interests you, tear it out now and place with letters to be answered.



The Wonder Lamp

is the latest and handiest ever placed on the market

it produces a clear, bright, white light of 500 Candle Power for less than 1-3 of a cent per hour.

Mr. Grocer, get this lamp now and have your store lighted as well as the best of city places. Can be installed by anyone.

A child can operate it. Absolutely safe and odorless. Lights with a match. Very convenient. Fully guaranteed.

Local Merchant Agents wanted Everywhere.

Write Now and get an independent plant at cost.

MacLAREN LIGHT CO.
MERRICKVILLE :: :: ONTARIO

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.



Price list and catalogue free and mailed to any address.

Manufactured by the

W. A. FREEMAN CO., LIMITED
HAMILTON. - - CANADA

The utmost in refrigeration satisfaction

The Arctic system gives the maximum amount of dry, cold circulating air for the quantity of ice used, whether in silent salesman or refrigerator.



Everything "Arctic" gives refrigeration satisfaction, gives a handsome appearance to the store, and adds to store service.

Send a postcard for the "Arctic" Catalog.

John Hillock & Co., Limited
TORONTO

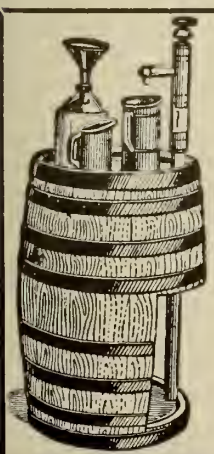
Agents: Montreal, C. M. Kirby, 2185 Esplanade Ave., Montreal, Que. Manitoba, Jas. W. Hargreaves, Winnipeg, Man. Saskatchewan, Western Butchers' Supply, Regina, Sask. Nova Scotia, Frank Reardon, Halifax, N.S.

QUALITY The First Consideration

The Red Rose Tea standard has always been a high one, for QUALITY has been the first consideration from the time our first package was put on the market. To-day, in the present unsettled condition of the tea market, we are, if anything, even more careful in maintaining the high standard of Red Rose Tea. The retail trade can sell Red Rose Tea with every confidence that this quality will be strictly maintained.



A condensed ad. in this paper will bring results from all parts of Canada : : : :



SAFETY FIRST

Don't burst a blood vessel, or ruin your temper; lifting, tugging, straining, sweating; trying to get the Barrel of Vinegar up for tapping.

Better order a Pump from us—quick; then no lifting, no boring, no venting; a boy can easily do the job. Pumps are proportionately cheaper too, than taps.

Price F.O.B. Toronto, $1 25 Net

Order from

Wilson, Lytle, Badgerow, Co. Ltd.

112 DUKE STREET, TORONTO

The Largest Vinegar Works in America

or from any wholesaler.

Let us give you proof of Eureka superiority



We are refrigerator experts, and the many new ideas we have embodied in the "EUREKA" places it ahead of all others where real economy and absolute security are concerned. Don't depend any longer on that old-fashioned ice box. A good refrigerator is the best investment you can make, and the "EUREKA" is without doubt the most dependable and the most satisfactory obtainable.

In proof of this claim let us mail you list of satisfied users in every part of the world.

No matter what your requirements may be, we have a "EUREKA" just suited to them. Prepare now for the sultry days of Summer.

Send a card for the "EUREKA" catalog.

REPRESENTATIVES: — James Rutledge, 2668 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.; Ed. Dore, 35 Caroline N., Hamilton; W. J. Armstrong, 14 Euclid Ave., London, Ont., etc., etc.

Eureka Refrigerator Company, Ltd.

31 Brock Ave.

TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

Robinson's "Patent" Barley
and
Robinson's "Patent" Groats

Your summer window and counter displays should always include these two world-famous foods.

The high-grade quality of these two leaders is well-known to your customers, making sales easy and repeat orders certain.

Stock Robinson's "Patent" Barley and Robinson's "Patent" Groats for bigger family business. Your wholesaler has them.

MAGOR, SON & CO., Limited

St. Paul Street West, MONTREAL 30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1|Wharf Road LONDON N., ENGLAND

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

VOL. XXX TORONTO, MAY 19, 1916 No. 20

Retailers Fight for Existence

Most Successful Convention in History of Saskatchewan Retail Merchants' Association Held at Regina—New President Elected — Initiation Fee to be Increased After End of Year.

Reported by Geo. D. Davis, of editorial staff of MacLean Publishing Co.

THE merchants of Western Canada are to-day putting up a strenuous fight for their very existence. This was clearly demonstrated at the third annual convention of the Saskatchewan provincial branch of the Retail Merchants' Association of Canada, held at Regina last week. It is freely admitted by wholesalers and retailers in many lines of business that certain large mail order houses are to-day securing an almost unbelievable amount of business right under the noses of the wholesalers and retailers of the prairie provinces. Unless the gigantic operations of the mail order houses receive a severe check in the very near future, it is not improbable that many retailers will be forced to close out their businesses, or exist on the scrapings which are left after the mail order houses have fine-toothed-combed the community and secured the cream of the business.



Victoria Square, Regina, Sask., city in which convention of Saskatchewan Retail Merchant's Association was held.

Awakened to Serious Condition

Unfortunately for some mercantile firms in the West they have awakened to the seriousness of mail order competition about five years too late.

Despite the repeated warnings of the trade press, and of officials of retailers organizations the majority of the retailers were apathetic, and for a number of years allowed matters to drift, until they were actually forced to take notice of the changed order of things.

To-day they are confronted on every hand with quotations from mail-order catalogues. They see distributing warehouses for mail-order houses being erected in their very midst, and in some cases the retailers are receiving letters from wholesalers who frankly admit that they are unable to supply certain lines to the retailer at a price as low as the mail-order house quotes to the consumer. The keen competition of the mail-order houses is being felt by merchants in almost every line. It is not confined to any one line. It is felt by the dry goods merchant, hardware merchant, men's wear merchant, grocery houses, harness shops, general store merchants and others.

Merchants Hear How Others Suffer

All the aforementioned branches of trade were represented at the retailers' convention. Dry goods merchants were surprised to hear how hardware merchants were suffering from mail-order competition and vice versa.

Not a few of the delegates were amazed to find out that one of the largest and most modern buildings recently completed in the convention city is to be operated as a mail-order distributing warehouse for one of the largest —not the largest—mail-order houses in Canada.

Saskatoon a Mail Order Centre

Still further surprise was evinced when the members were informed that Canada's largest mail-order house had within the past few months opened a large mail-order distributing plant at Saskatoon, the city in which last year's convention was held. Thus in the short space of less than a year mail-order distributing plants have been established in the two cities in which the retailers have gathered to discuss mail-order competition and other problems affecting their interests. And it is not improbable that the mail-order houses will in the near future launch other methods of feeding the West in a manner which is at present untalked of, or possibly undreamt of among the retail or wholesale trade.

Working by Well-Devised Plan

That the mail-order houses are working on a carefully thought-out and well defined plan is clearly evident to those who are making a close study of the operations of the mail-order houses. And when their plan of distribution is completed it will be a marvel of merchandising skill and ingenuity.

It is little wonder that the merchants of the West are looking for some relief that will assist them to combat the competition of the mail-order houses, whose numbers are increasing with marked rapidity.

Moose Jaw To Get Next Convention

A great deal of time was taken up at the convention discussing affairs of the Canadian Supply Co., and the Merchants Consolidated. Representatives of both companies addressed the convention and endeavored to show how their respective organizations could help the retailer to buy goods at prices sufficiently low to successfully compete with mail order houses. At times the discussions on these subjects grew rather warm, but the meetings were kept well in hand by President Maybee, and the convention closed by all members singing "Blest be the Tie that Binds," and the National Anthem.

Splendid addresses were delivered by H. O. Roberts, Minneapolis, Minn., secretary Minnesota Retail Hardware Association. The subjects treated by Mr. Roberts were: "Co-operation for Credits and Cash, Community Interests." Reports of the addresses appear elsewhere in this issue.

It was decided to hold next year's convention at Moose Jaw, Sask.

Over 300 Delegates Present

Over 300 delegates attended the convention. The membership is now over 1,500, and there are 168 local branches.

Among other things the association decided to advance the initiation fee to $25 after December 31. New members will be admitted at the present fee of $12 until the end of the present year, when the new rate will go into effect. A report of the convention proceedings follows.

The Opening Meeting

No time was lost at the opening meeting of the convention. Promptly at two o'clock on Tuesday afternoon the platform was occupied by the speakers for the occasion. After rendering the retailers' version of O Canada, and the National Anthem, President Maybee called on Mayor Cowan to address the delegates. On behalf of the citizens of Regina, Mayor Cowan extended a hearty welcome to all those present. He hoped and believed the delegates would benefit greatly by their three days' session, and that as a result of their deliberations they would themselves be of greater benefit to the community in which they lived. The mayor referred to the great power and influence of the retail merchants of the province. He stated that he doubted if anyone, not excluding bankers or wholesalers, knew better the financial conditions existing than the retail merchants—the men who had their fingers direct on the pulse of the purchasing public, and who should be in a better position to advise and direct, than any other body of men.

His worship stated that there were two things the retail merchants could do, that would assist materially in improving financial conditions. They could in the first place, assist in restoring the confidence of the buying public. In the second place they could and should make a strenuous effort to place the business of the province on a cash basis. He believed that the improved methods of cultivation now being carried on would have a good effect on business generally, and that improved methods resulting in greater production were going to restore the financial standing of business.



H. D. MACPHERSON
of Regina, Sask., elected 1st Vice-President Saskatchewan Retail Merchants' Association.

Regina Going Ahead

W. G. Styles, president Board of Trade, in welcoming the delegates dealt with the financial situation in Regina. Mr. Styles stated that a number of new concerns are now establishing branches in Regina. He referred particularly to the new plant and equipment of the Imperial Oil Co., the building of which is now under way. The plant will cost in the neighborhood of $1,500,000. Mr. Styles referred also to the value of co-operation between the retailers.

Local President Speaks

J. J. Polson, president Regina branch R.M.A., was the next speaker. He was introduced by President Maybee as the man who had made arrangements which enabled the delegates to enjoy themselves while in the city. Mr. Polson pointed out that in many of the store windows in Regina were to be found show cards bearing the following: "We are members of the Retail Merchants' Association." "Wherever you see that sign," said Mr. Polson, remember that you are welcome in the store and you will find that the merchants will be glad to give you any information you may desire regarding business problems or places in the city.

Meeting With Wholesalers

President Maybee, announced that the association was now ready to talk to the wholesalers if any were present.

Henry Detchon, general manager Canadian Credit Men's Association, responded for the wholesalers. He was introduced by President Maybee as the man who originated and carried through successfully the Canadian Credit Men's Association.

Mr. Detchon after expressing his thanks for having been given an opportunity to be present, stated that he wanted to talk along lines which should have been taken up many years ago. In reviewing the subjects on the retailers' program Mr. Detchon referred to the similarity of these retailers' problems and those of the wholesalers. He believed that the interests of the wholesaler, retailer and farmer are almost identical. "I may not be able to convince you on that point, but it is my belief," said Mr. Detchon. "Farmers claim that the farm is the basis of all wealth. Canada is an agricultural country and if it were not for the farmer there would be no retailers or wholesalers. On page 12 of your program you say regarding the meeting of mail order and other competition: "closer co-operation between farmers and retailers. Cater to their demands, rather than oppose them. Your interests are identical. The community needs you both. You believe the farmers and retailers' interests are identical. We believe, as I previously stated, that the interests of the farmer, retailer and wholesaler are identical."

Continuing, Mr. Detchon told of the recent formation at Winnipeg, of a joint committee of commerce and agriculture, composed of 20 representatives of the farmers, five from each of the four provinces. Also 20 representatives of the business interests composed of retailers, wholesalers, bankers, manufacturers, loan and mortgage companies, implement and railway companies and lumbermen. When we called a meeting at Winnipeg we found we all had grievances or thought we had. Many of them were petty in character and easily remedied when we got together and talked matters over. We recognized and were late in doing so that the basis of all wealth is the farm. In 1913 retailers, wholesalers and loan companies were doing a big business and making money easily. Business dropped in 1914. Wholesalers' business dropped nearly 50

per cent. and the retailers were not buying. We started to study the reason for the drop in business. It wasn't the war but it came. We called a meeting at Winnipeg and from that conference has grown what I believe will prove of benefit to all branches of trade in the West. Again let me say the interests of retailer and wholesaler are identical. If the retailers are prosperous we believe the wholesalers will share in the prosperity. The wholesalers must take an interest in the welfare of the retailers and not allow the interests of the latter to become endangered.

I have watched with pleasure the growth of your retailers' association in strength and numbers. We formed our association to protect the wholesaler. but soon found out that the retailer must be protected because the former cannot exist without the support of the latter.

My object in being here to-day is to try and bring about more co-operation between wholesalers and retailers. We have opened in our paper, the Credit Men's Journal, a department in which we will publish communications from retailers, and we request them to write us regarding any criticism they may have to make regarding our work or association. Mail order competition is a big problem in this country to-day. If the retailers are forced out of business by the mail order houses what will happen to the wholesale houses? The mail order houses will not buy from the wholesalers.

Mr. Detchon also referred to the formation in Winnipeg not long ago of the Sales Managers' Association. Details regarding the association and its objects appeared in this paper some time ago.

The Canadian Credit Men's Association is aimed to help the retailer to place his business on a sounder basis. Our chief object is to eliminate the crook from business and thus help all classes of trade.

The Bulk Sales Act has met with some opposition, but it should not, because it simply means that a crook cannot sell his business, put the money in his pocket and decamp without paying his debts. In 90 per cent. of the sales that go through, the Bulk Sales Act would never apply. nor do we want it to apply. We do not want to harass the honest merchant. We would like to discuss the Bulk Sales Act with the retailers and eliminate any portion that is unfair to the honest retailer.

The Bulk Sales Act in Ontario was at first opposed by the R. M. A. We went to them and explained matters and they gave us their support. The legislature turned us down by 32 to 27 but we hope to have the legislation put through at the next session without any trouble.



Group photograph of members in attendance at the annual convention of the Saskatchewan Retail Merchants' Association held in Regina from May 9 to 11, taken in front of the convention hall.

We are wasting time trying to do things individually which should be taken up collectively. Credit men, retailers and farmers should co-operate. Are you gentlemen willing to co-operate with the wholesaler?

Mr. Detchon in referring to the Retailers' Co-opeprative Fire Insurance Company, which proposes to give the retailers insurance at cost, warned the association to go very carefully into all details. This plan of insurance had been tried, by a number of co-operative bodies but they had made a failure of it.

President Maybee in replying stated that the association's insurance department had made much better progress than they had expected it would. "Results, he said, "have so far greatly exceeded my most sanguine expectations. We have accomplished a great deal for the first year. We are now carrying $250,000 in insurance and our losses for eight months have been less than $1,000. If it had been possible to take all that had been offered we could have $11,000,000 insurance. We have covered the Government reserve, have covered losses and have a good balance on hand. Just as soon as we have a reserve substantial enough to warrant a reduction, we shall be glad to reduce our rates. I believe that if the retailers support our insurance department that it will be possible to give as good protection as you can get under the sun and at about half the cost. If we make it a success in this province, it will be followed in other provinces.



J. L. S. HUTCHINSON

Saskatoon, Sask., re-elected to the position of Treasurer of the Saskatchewan Retail Merchants' Association.

Already we have had a proposition put up to us by a party whom I believe is thoroughly responsible, whereby we could pool our insurance and secure a reduction of 25 per cent. from our present rates. We need the support of all our members to make this department of our association a success. Give us the support we deserve and we will give you greatly reduced insurance rates.

Non-Members Kept Out

At this juncture a vote was taken to see whether or not non-members and the newspapers should be permitted to remain for the other sessions. It was decided to close the meetings to all but members in good standing and the trade papers.

After non-members had returned the president's address was delivered.

The address is given in this issue.

What Association Has Done

Secretary Raymond Gives Account of Stewardship—Deals With Separate Western Board Proposal—Tells of Problems of the Western Retailer.

SECRETARY RAYMOND in delivering his address told of the progress made by the association since last year's convention. The membership is approximately 1,500 and the association has 148 branches. Dissatisfaction was expressed with service rendered by the Dominion Board and it is suggested that a western board be appointed. The secretary's report follows:—

It was just a year ago on the 11th of this month that our last convention opened in Saskatoon. Many of you will remember the mass of important business that was transacted at that time, and doubtless many of you who were at that convention are here to-day, because you realize as never before that there is much to be gained by meeting together in this way to discuss problems of mutual interest, and I am sure that before this convention is over you will realize it more than ever, because I can assure you that there are matters of the greatest importance to be discussed and acted upon.

We have many lofty ideals before us, all of which will be explained to you, and after hearing about them you will agree that they are all quite possible, provided we receive the full-hearted support of each individual member of this Association, and moreover the membership of the Association will be thus greatly increased until we become possibly the strongest commercial organization in the Dominion if our aims can be made a reality, as they can be, if our members do their part, and the change that will be brought about will not only be welcomed by yourselves but by the public at large.

At our last convention the following executive was appointed:

G. A. Maybee, President (re-elected); W. W. Copper, 1st Vice-President (re-elected); H. D. Macpherson, 2nd Vice-President; J. L. S. Hutchinson, treasurer (re-elected); F. E. Raymond, secretary (re-elected.)

During the year there have been five executive meetings held, and three interviews with the Government, one with the Cabinet Ministers, one with the Agricultural Committee, and one with the Private Bills Committee, the latter of which extended over two days. At all of these meetings the full executive was present, and the matters discussed were of the greatest importance, and, as has always been the case, the best interests of retail merchants generally, was our first consideration.

At our first executive meeting, held in Saskatoon on May 13, 1915, at which B. W. Zieman, Dominion President, was present, the unsatisfactory service rendered by the head office at Toronto was fully discussed, and Mr. Zieman was asked for an explanation. He stated that the Dominion Secretary was overworked, and that it was impossible to engage more help without money, which should be forthcoming from the different Provincial Boards, but speaking for Saskatchewan, we did not feel inclined to send money to Toronto until such time as we were shown that service was being rendered, and immediately this was done we would promptly remit our per capita tax.

Unfortunately this service was not improved, although at the Dominion convention held in Toronto in July, at which J. L. S. Hutchinson and myself were present, representing Saskatchewan, a secretary was appointed who was to give his whole time to Dominion work. With this appointment it was expected that our difficulty in respect to service would be overcome and we agreed on behalf of the Saskatchewan Board to remit each month all monies due, the other Provinces to be advised of the arrangement and requested to do likewise.

We did this for a time, but noticing no improvement, we have discontinued remitting. It is now proposed to form our own Western Board representing the Association in Western Canada, under the direction of which it is hoped to place our work on an equal footing in all the four Western Provinces. This proposal will be laid before the Dominion convention to be held in Winnipeg in July.

First Westener on Board

At the last Dominion convention Mr. Hutchinson was appointed vice-president, and is the first Western man to hold office on that board. Having mentioned the last Dominion convention, I may as well state here that there were many matters discussed, including "Selling Adulterated Goods," "Abolition of Coupons," "Abolition of Fees for Scale Inspection," "An amendment to the Absconding Debtor's Act," making it apply to retail merchants' accounts, as well as hotels and boarding houses. These and many other matters were referred to the Dominion executive to deal with, and we will doubtless be advised in due course that a satisfactory adjustment has been obtained, in some cases at least.

Legislation

On June 17, 1915, at which time the Saskatchewan Government was in session, our Provincial executive met with the Cabinet Ministers to discuss with them the various matters of legislation we were anxious to obtain at that session, including an amendment to the Small Debts' Act, an amendment to the Hawkers' and Pedlars' Act, and the Food and Suply Bill.

As you are already aware the Small Debts Act was amended, raising the limit from $50.00 to $100.00, with execution against lands for amounts of $50.00 and up, and also making provision for garnishee proceedings.

The Provincial Hawkers and Pedlars Act was amended slightly, but not to our satisfaction, but the different Municipal Acts were amended so that now any city, town, village or rural municipality can deal quite effectively with hawkers and pedlars, but there is still room for an improvement which we have not lost sight of, and which we propose asking for at the next session. This will effect meat dealers more particularly.

The Food and Supply Bill was laid over from the 1915 session, as it was considered too important a change to make without more consideration than they were able to give it at that time. This, however, was passed at the 1916 session, and you may now take a chattel mortgage or other incumbrance on a future or growing crop to the extent of $250.00

on a one-quarter section, or $350.00 on a half-section or any greater amount of land, to secure accounts for meat, groceries, flour, clothing, or binder twine.

Also at the 1916 session we secured a charter for a Retail Merchants' Trust Company, to which there was much opposition by the other trust companies doing business in the Province, but which we successfully overcame. Not being satisfied with opposing this Act of incorporation, an amendment to the Assignments Act was introduced by which a majority vote of the creditors would decide as to what trust company an assignment should be made. If this amendment had gone through you can readily see that about two trust companies would have held a monopoly of all the assignments in the Province, and our charter would have been of no use to us. Needless to say this amendment was defeated, thanks to your executive.

On the occasion of our visit to Regina in this connection, two full days were occupied. This means that the members of the executive were away from their own business at least that length of time, entirely without remuneration to themselves, a fact which should not be overlooked by any member of this Association. It simply goes to show the willingness that has at all times been displayed in looking after affairs of interest to every retail merchant in Saskatchewan.

Mail Order Competition

During the past year the subject of mail order competition has received a great deal of our attention. It has many times been proposed that we endeavor to have a tax levied on mail order houses for the business done outside of the municipallty in which they are located, or on their catalogues. Your executive has never considered that the imposition of such a tax would meet the case, for reasons that have already been explained in the columns of our magazine, "The Retailer." It is considered that the only means by which this competition can be met is to fight mail order houses with their own weapons—that is, improve our buying facilities and service to the public.

A plan has been developed by which this can be done, and which will be explained to you during the course of this convention.

Fire Insurance

As is now generally known the charter for a Retail Merchants' Mutual Fire Insurance Company was secured in August last, and this company has been writing business since the 1st of September, 1915, with fairly satisfactory results, although there are still a great many members of the Association who have not yet placed a policy with us.

The aim of the company is to eventually give members of the Association insurance at cost, in the meanwhile accumulating a surplus in order that the liues written may be increased from time to time as the reserve fund warrants. The first annual meeting of the company is to be held at 10.20 to-morrow morning, when a complete report will be submitted. Mr. J. W. Black, a thoroughly experienced insurance man, is in charge of this department, and in addition to issuing policies he has done a great deal of good work in checking the policies of other companies to see that they are properly worded and that our members are getting the protection for which they are paying. Every member of this Association is urged to take advantage of this service, which is free for the asking.

Traffic Department

Since our last convention a Traffic Department has been added to our service, which is in charge of Mr. F. E. Hamilton, an expert in that line of work. The object of this department is to check railway freight expense bills, for which a commission of 50 per cent. is charged on all refunds recovered; and following up delayed freight claims on a 25 per cent. basis. In short, dealing with all matters in connection with railway freight transportation. This service is greatly appreciated by those who have taken advantage of it.

Advertising

A new departure in connection with our work is that of an advertising department in charge of Mr. W. R. Kell. This has been started as a result of enquiries made which go to show that a great deal of money is wasted annually in worthless advertising. Any member is entitled to free suggestions regarding his advertising campaigns, and to nominal cost

Both Mr. Hamilton of the traffic department, who is an ex-railroad man, and Mr. Kell, in charge of the advertising department, are taking special courses in their respective work from a leading school in the U.S., with the sole object of placing their knowledge of these subjects at the disposal of our members. This goes to show the class of men we have in charge of the various departments of the Provincial office.

"The Retailer"

Our magazine, "The Retailer," has been issued regularly every month during the past year, and we have reason to believe is becoming more appreciated as time goes on, in fact this is looked upon as being of so much importance to us in our work that we purpose enlarging it, starting with this month's issue, to standard trade paper size. This, of course, will allow for much additional matter of direct interest to the retail trade, and as a consequence we feel justified in raising our subscription fee to one dollar per annum. This sub-fee, together with such advertising as we are able to obtain, will, we hope, cover the cost of printing and postage.

Members could assit us greatly in securing advertising by giving preference to advertisers, and by mentioning "The Retailer" when ordering goods. In addition to the many exclusive features now running, we shall be glad to receive suggestions as to how the magazine might be still further improved and made of greater service. We might state that the classified ad. page is open to the free use of members.

The general service work of the office covers a very wide scope, including first aid in collections, reports on applicants for credit, reports on produce houses, sales and collection agencies, free legal advice, buying and selling, employing help, tracing lost debtors, and in fact everything and anything in which we can be of any possible assistance.

Since the start of our work in the Province we have never ceased urging upon members to make every possible use of us, and it is with much satisfaction that we note the ever increasing number of enquiries we receive for assistance and advice. The majority of members have come to look on the Provincial office as a centre to which they can refer all their troubles.

One popular feature of this department is the furnishing of rating lists covering any particular district. Members can assist us very materially in the prevention of bad accounts by using collection letters and turning the stubs in to us, from which our records are built up—or by furnishing us direct with a list of the poor-pays in their district—forms for this purpose will be sent upon request.

Membership

We now have 148 branches, with a membership of approximately 1,500 in good standing. It is gratifying to note the increased interest that individual members are taking in our work. There are, of course, a number of active branches throughout the Province, the members of which are deriving every possible benefit from Association work, as they have employed a secretary to look after their interest locally while the Provincial office is doing the same thing in a general way.

It is unfortunate that all branches do not appreciate the importance of local work, and as a consequence the members of such branches do not get as much out of the Association as they might. To these, however, we are extending every possible service in an individual way, but we wish to impress the fact that this individual service is open to each and every member of the Association. During the year there has been a considerable decrease in membership, which is accounted for by the fact that many of our former members have discontinued business, and the number of new members we have secured has not made up for the deficiency.

In summarizing the advantages to be gained by membership in the Association, these may be classed under the different headings as follows:

A General Service Department.
A Traffic Department.
An Insurance Department.

Retailers' Trust Company, and last but not least, the proposed scheme for enabling retailers to purchase their goods to better advantage, which is perhaps the most important of all.

With the above departments of our work, which cover every phase of retail trading, we fail to see how any merchant can afford not to become a member of the Association, and moreover as soon as these departments have been developed to such an extent as to make it possible, we have in mind to place qualified efficiency men on the road to educate our members up to better methods of doing business—practically all of the leading firms in the U.S. consider an efficiency expert one of their most available assets.

With the above prospect in view the Saskatchewan Branch of the Retail Merchants' Association of Canada might easily become the strongest commercial organization in existence, and it only requires the support—financially and morally—of each individual merchant throughout the Province to make it such, and the actual cash outlay from any one merchant would be insignificant to the service that could be rendered.

In conclusion I wish to thank the members of the executive for the support they have rendered most willingly at all times; the organizers for their untiring efforts in their travels through the Province; and the office staff for their faithfulness in the discharge of their duties, all of whom have freely given of their time and energy in furthering the cause of the Retail Merchants' Association, for the benefit not only of its members, but of every retail merchant engaged in business.

The whole respectfully submitted.

F. E. RAYMOND,
Secretary.



F. E. RAYMOND

Saskatoon, Sask., again elected to the office of Secretary of the Saskatchewan Retail Merchants' Ass'n.

ENTERTAINING THE LADIES

Special arrangements had been made for the entertainment of the visiting ladies. The ladies of Regina gave an "at home," to the lady visitors in the lounge room of the Canada Club on Wednesday afternoon. A splendid musical program was provided and the visitors were royally entertained.

THE TREASURER'S REPORT

The treasurer's report, presented by J. L. S. Hutchinson, was favorably received by the convention. The condensed financial report is as follows:

Revenue Account

Receipts from all sources ..	$15,930.26
Total expenditure	14,208.35
Balance	$1,722.61

Capital Statement

Cash assets	$1,824.32
Furniture and fixtures	654.57
	$2,478.89
Accounts and dues payable...	$ 815.09
Surplus	1,663.80
	$2,478.89

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, *President.*
H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—
Montreal — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. **Toronto**—143-153 University Ave.; Telephone Main 7324. **Winnipeg**—22 Royal Bank Building; Phone Garry 2313.

UNITED STATES—
New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. **Chicago**—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. **Boston**—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—
London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 129600. Cable Address: Atabek, London, England.

Subscription: Canada, $2.00; United States, $3.00.
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SASKATCHEWAN RETAILERS MEET

ONE of the things emphasized at the convention of the Saskatchewan Retail Merchants' Association in Regina last week was the seriousness of mail order competition. To the merchants it seems like a fight for existence. Discussion took place there as to the best methods of meeting it.

One of the other important matters which came up was the proposal to establish a Western Board of the Dominion Retail Merchants' Association. The idea is to include Manitoba, Saskatchewan, Alberta and British Columbia. Resolutions were passed bearing on many important matters such as smuggling goods into Canada, lower freight rates, opposing the bulk sales act in its present form, approving the Retailers' Trust Company and endorsing the Bankers' and Canadian Credit Men's Trust Association.

Perusal of the complete report, which appears elsewhere in this issue, will be of value to Eastern retailers in order that they may know what the West is doing and thinking about.

STRONG POSITION OF CANNED GOODS

"IT is doubtful if the old stocks of canned goods on hand in the country to-day will care for the requirements that will arise before the new pack comes in."

The speaker was one of the foremost authorities in the country on the canned goods line.

Stocks are depleted to such an extent that competition is eliminated, and the whole line is in a very strong position. This scarcity of stocks applies to both retailers, wholesalers, and stocks in first hands and advances are looked forward to until the new pack is ready for marketing.

With regard to new pack goods, conditions are uncertain, uniform only in their indications of a higher level of prices. There is such a scarcity of farm labor in Western Ontario that farmers are throwing up their contracts through sheer inability to get men to do the necessary work of preparing the crop and caring for it in its later stages. Further recruiting demands will intensify this phase of the matter.

The cost of all packing material has advanced tremendously, particularly in the case of tin, and all things point to further increases. The canners, as well as the farmers, will experience great difficulty in getting labor for the new pack.

All of these factors have ruled for some time past, but they are becoming more acute. Spot goods have advanced gradually and steadily since last August, so that at best the opening prices on the new pack are expected to be much above those ruling last year at the same time.

One large canner stated that it would not be surprising to see tomatoes at $1.25 per doz. for 3's shortly. The check in demand for canned goods that will arise as a result of new vegetables coming in next month is the principal feature of weakness in the market but relatively unimportant at that. The great firmness of the sugar market is influencing the whole line of fruits and jams in an upward direction.

Salmon stocks on the coast are practically exhausted and on good authority it is stated that large quantities of futures for 1916 pack have already been sold for export on a basis of $10.50 per case of 8 doz. for ½ lb. flats, best sockeye and $6.50 for

Cohoes halves, and $3.25 for pink talls, which leads to the conclusion that all grades of salmon will open higher for next season.

GROCERS AND ICE CREAM PARLORS

APPARENTLY the trend towards nation-wide prohibition has been remarked by the trade and has set a good many grocers thinking. Cases continue to come to our notice of grocers paying special attention to their soft drink department, if they have one. In cases where they have not, they are planning to incorporate some method of getting a share of the trade which, they are convinced, is bound to enter as bars are removed. Many grocers have decided to open ice cream parlors at the rear of their stores, evidently intending to utilize the opportunity. The fact that they have so decided shows that they are believers in preparedness. Several provinces are already dry. Ontario will be dry in September. An eastern Ontario dealer opened a department last week. He is getting in early. He recognizes that many grocers will surely endeavor to get a share of the "certainteed" extra business which will be done in soft drinks and the like after September in Ontario and he is going to get his foundation stone well and truly laid so that, when buying soft drinks at grocery stores becomes more popularized, his store will already be, in some sort, a rendezvous.

As far as several of the other provinces are concerned, prohibition is, of course, a fact this moment. The trade should seize the opportunity of getting in on the soft drink trade *now*. Instal a soda fountain; arrange a department with a few tables and chairs for a cafe trade, if your space permits; better still, build up a trade in case goods sold to the homes of your customers.

And above all, *do it now*.

ORIGINAL DISPLAY OF EGGS

IN the provision department in this issue there is an article showing an attractive window display used by Kavanagh Provision Co., of Montreal. Grocers interested in displaying provisions, eggs, etc., should note the layout of this window and particularly how the window trimmer arranged the eggs.

Most window trimmers simply put the eggs in a basket or in a pile and let them take their chance on attracting customers. Not so with the Kavanagh Provision Co. The eggs in this particular case were arranged attractively in circular and diamond-shaped forms and separated according to size and color. For instance, there was a row of brown eggs all the way along the front of the window. In the central arrangements rows of brown and white eggs were separated respectively, and the window floor was filled up with white eggs.

This is a point which window trimmers might keep in mind in displaying eggs. Of course, the hot season is coming on soon and one must be careful to see that they are not displayed in the window where the sun can reach them or which is too warm. Some dealers have large provision refrigerators with glass fronts and in these this idea could be carried out throughout the summer season.

The point is that something original or out-of-the-ordinary, generally catches the eye of the passer-by. Get out of the beaten-path; do things a little differently from anyone else and you are bound to get recognition.

CLEAN UP WEEK IN MONTREAL

THE "Clean Up" campaign in Montreal is being urged with greater vigor than usual from May 14 to 20. Particular attention is paid in it to the care of children and the necessity of giving them pure food. The planting of seeds and the cultivation of gardens is also the subject of some advice. Thus the scope of this campaign is enlarged this year.

Montreal grocers are hooking up with this campaign in their advertising and thus forming a direct connection with the front page news for the pushing of seed selling and the emphasis in the purity of their goods. It is urged in the literature issued that "50 per cent. of the newly born babies die before they are one year of age—Do something to stop these needless deaths. It is worse than murder to keep infants unclean—and to give them food that is worse than poison.

"The clean-up campaign two years ago saved the lives of 200 infants. Last year it saved 382 lives more than the preceding year. It may save yours this year."

For the distribution of prizes the scoring counts as follows:—

General appearance of back and front yards relative to cleanliness to score up to 30 per cent.

General exterior appearance to score up to 20 per cent.

Flower and vegetable planting to score up to 25 per cent.

General improvement to score up to 15 per cent.

General appearance to score up to 10 per cent.

COOL WEATHER TRADE

A LATE Spring is not entirely unconnected with advantages. It creates as well as injures opportunities. It presents a splendid opportunity to country dealers to use as an argument for the sale of brans and shorts to farmers while the price of dairy produce is so high and the production of milk retarded by the lateness of the spring.

Equally great is the opportunity created by the variable weather for new sales in garden seeds in both town and country. Usually the seed sale is pretty well over at this time of year, but the recent changes in weather have made many people timid about their gardening operations so that they offer a good prospect for later business.

A Western Fresh Fruit Window

Trim Shown Recently by the Hudson Bay Company, Edmonton — Good Summer Predicted for Fruit—A First Prize Display With Many Admirable Qualities.



An exceedingly attractive fruit and vegetable display shown recently in the grocery department of the Hudson Bay Co., Edmonton, Alta.

NINETEEN-SIXTEEN is going to be a big fruit year. From all accounts the fruit crops in Canada will be good and as there is not likely to be so much exported as usual, the prospects are fruit will be reasonable in price. The retail trade should, therefore, plan to go after good big fruit business during the summer.

The accompanying window display was shown for the Easter season by the Hudson Bay Co., of Edmonton, Alta., and while it was dressed primarily for Easter it presents a number of splendid suggestions for a fruit window at any time during the summer season.

The fresh fruit shown in this window includes oranges, various kinds of apples, bananas, grape-fruit, strawberries and rhubarb and among the vegetables are celery, cucumbers and asparagus. The glass showing dark in the centre of the illustration contains a large pine-apple preserved in natural state. The tins and bottles contain preserved fruits, such as maraschino cherries, apricots, peaches, raspberries and pears. The goods shown at the back of the window are mounted on pedestals. The trimmings of the window are in purple.

A glance at this display shows it to be an exceedingly attractive one and one that is bound to sell the goods. Now that the summer season is practically on, the retailer should make every effort to boost his sales of fruit and no better salesman can be found than the window. This is a display, too, that should be kept on file for suggestions prior to Easter next year. It was trimmed by Walter Worsfold and won first prize in CANADIAN GROCER'S Easter Display Contest for cities over 10,000 population.

President Maybee Suggests Separate Board

Apart From Federal Legislation He Maintains That Problems of the West Are Different From Those in the East—No Definite Action Taken—Tells of Financial Standing of the Association.

"BUSINESS in the East is conducted differently to business in the West," said President G. A. Maybee, of Moose Jaw, in what he termed a heart to heart talk to retailers at the convention. Mr. Maybee claimed that many of the systems in the East are not applicable to the West and vice-versa.

The president also stated that the abolition of the liquor traffic had helped the retailers, and he hoped that the present dispensary system would also be wiped out. Other important matters pertaining to the association's welfare were also referred to by the president, who spoke to the retailers as follows:

Mr. Chairman:

I am glad to meet with you in this your fourth convention of the Retail Merchants' Association of the Province of Saskatchewan. I believe our program is mistaken when it says that this is the third, because, if my memory serves me right, the first convention was held in Regina, the second was held in Moose Jaw, the third in Saskatoon and now this is the fourth, in Regina. Possibly the program is not wrong when it says the third, because the first one in all probability, might be taken as an organization meeting. You will remember that Mr. Bole was the first president. Mr. Bole at that time was the managing director of the Regina Trading Company, and was engaged in the dry goods business. Mr. Bole rendered the Association a very good service indeed, but he has left us as a retail merchant from the dry goods end of it, and is now engaged in the wet goods business.

It is not my intention to deliver an address this afternoon. I was charged during the last convention with having made a speech, but I would much prefer to have with you this afternoon what I would term a heart to heart talk as one business man talks with another, on the different points of interest and on the development of the same, in which we are engaged. I always look upon a prepared speech of the stereotyped style, something the same as I do one of those anthems we hear in our fashionable churches to-day. I was asked one time to describe what an anthem really was and because I am not very much of an experienced musician, I described it from the point of view as it appeared to me. You know what I mean by an anthem, that is where a crowd of musicians get together, a man swings a baton high in the air but they do not start off all at the same time. During the rendering of the same there is some singing frontwards and some singing backwards and still some singing crosswards and sideways and cutting themselves generally, but the people tell me that one of these things take a long time to get ready so I have decided that an anthem is a piece of music that it takes the choir three weeks to prepare, fifteen minutes to deliver, but it takes a congregation two weeks to get over it. I have always been amused when some of those strong anthems have been delivered and I would not wish to criticize it, and have no doubt there is a place for them, but I have generally been amused at the parson looking up from the pulpit, after one of these things have happened, looking the congregation over and after he found everything was all right he said "Brethren, let us pray."

A stereotyped speech has very much the same effect so I hope you will disabuse your mind that I have ever made any attempt to make a speech, but I want right in the beginning to have it understood that we are having a little talk together, and while I am touching on some of the points that have been accomplished by the Retail Merchants' Association of the Province of Saskatchewan, as well as the Dominion Association of the Dominion of Canada, I want you to be perfectly free as I try and review the different items on our program, which are of vital interest to you. If it should be that anything comes up that you do not fully and completely understand, you may stop me at any time and I will only be too pleased to explain it to you until you understand it thoroughly.

I hope you all have your notebooks with you because if you are representing any local branch they will no doubt be anxious to have a report from you when you go home.

There are a great many things happening in this old world of ours since we met in convention twelve months ago. You will remember at that time we were under the shadow of a terrible gloom, practically the whole world is at war. The European countries are in a most terrible, troubled condition. Our sons are giving up their lives for the defence of our freedom and liberty and our mothers are in mourning. Our young sisters are becoming young widows, and our sweethearts are becoming broken-hearted all because of the phantasm and crazy ambition of one man to whom we attach the entire blame of this terrible calamity without any reserve, and who some day, sooner or later, will not only have to answer to his God for this wholesale slaughter and murder, but will have to answer at the point of the bayonet in the presence of the King and before our representatives, who are to-day so gallantly and so bravely wearing the khaki color.

If we were in a position to make settlement of this calamity on as easy a basis as our friends across the border, we would not settle it in the manner in which it will have to be settled and that for all time and eternity. I was amused the other day when the President of the United States was referred to in conversation with a couple of gentlemen, whom I know well and whom you know well, if I would care to mention their names, who are very fond of making settlements by getting long extensions on payments past due. For some time you could not get any real satisfaction from them; you could not get any real money from them, but they were willing to settle with you at any time by giving you a note and renewing the same note as often as you wish. So while our boys have gone to the front, laid down their lives and while some have gone, others are still going, and we will continue to go until our enemy the Kaiser has been taught that Government by the people, for the people and of the people, shall not be trampled from the earth.

While I say we are laboring under a terrible gloom, we have in this country a great deal to be thankful for, for what kind Providence has given to us in the past twelve months. We have been blessed by the greatest harvest our country has ever known, and prosperity is fast becoming within the reach of every retail merchant, in the Province of Saskatchewan. And times are very much different commercially than they were a year ago, due to bank reserves having accumulated, trade and commerce developed and we are enjoying, at the present time a commercial condition far superior to the one in which we were in twelve months ago to-day. So at this convention this afternoon we have a great deal to be thankful for indeed.

We owe a great deal to the present Government of the Province of Saskatchewan for taking upon itself the responsibility of wiping from this province, and I believe for all time to come, the liquor traffic as it was being conducted by the bar room system of the Province of Saskatchewan. I don't know of any commercial institution that received as much direct benefit from the eliminating of this wholesale waste of money as the retail merchants of the Province of Saskatchewan. We are told, and quite rightly told, that this manner was brought about by the people. I heartily agree with every man, that there never was a piece of legislation worthy of the name of legislation in any Province but was placed there by the hands of the people themselves. I refer to majority rule, and I will be glad, Mr. Chairman, and the time is not far off, and resolutions of that kind are very acceptable to this convention, when the present dispensary system as operated by our Government to-day shall be wiped out absolutely. I want to be fair in my comments. I want to give honor to whom honor is due. I compliment the Government very highly indeed for wiping out the bar rooms in Saskatchewan, but upon my standing as a man, I hereby condemn and abhor the dispensary system as it is being conducted at the present time, it grieves me, it hurts me from both sides and within, to see our people, our retail merchants, taxed to the limit by levies of one kind and another in order that our boys in khaki may be fully and properly equipped for the task that is before them, and to see an institution pouring that accursed liquid of fire into our boys in khaki freely and fully in wholesale quantities. I will ask this convention in the first place to consider if it is not within our rights that we should ask this Government of the Province of Saskatchewan that if it is not an opportune time to wipe out this dispensary system absolutely and altogether. It certainly must be time when they shall cease to hand out in any shape or form to the soldiers of the King the free will offerings of the boozeoriums.

I am glad to announce to you to-day in spite of all things that have happened during the last twelve months, as I have said before, we have a great deal to be thankful for. We have a wonderful lot to be thankful for as an association. You were good enough at the last convention by unanimously voting to raise the fee from $10 to $12. We knew as soon as we left the convention hall that we were eyes front for the next few weeks, with possibly the hardest time Canada has ever seen since the days of the Pioneers. So hard have been the times and so stringent the financial situation that we find the churches have suffered. The fraternity throughout the West to-day have more arrears on their books for membership than they ever had in their existence. The social clubs and the commercial clubs who are absolutely independent on voluntary support, many have been forced to close their doors, and not one institution do I know of in Western Canada to-day that has showed any progress whatever, and in spite of all these things, we come before you to-day having to combat a raise in fee with a strong, increased membership, with our liability all paid, and with everything in first-class working order, and with a substantial sum of $1,700 in the bank, without a dollar against it. This had been accomplished because of the fact that we are such a united body.

It has been my object, aim and desire that we must maintain through our Retail Merchants' Association. You saw fit last year to practically re-elect the same executive as you had the year before with practically no change. We come back to you now to make a report as to our stewardship and I am glad to advise you, gentlemen, that your executive have worked out this whole season without a murmur, without a halt, and we come back before you this year more united, more determined to press forward the rights of the retailers of the Province of Saskatchewan, than we have ever done before.

I should I suppose, as a matter of fact, review what the Retail Merchants' Association of the Province of Saskatchewan have done. I went into that very fully last year, and those of you who were not at the convention, if you had one of the May numbers, you can find that report there. You know we work under the charter of the Dominion Board. The Dominion Board is composed of an executive chiefly appointed in the Province of Ontario. Associated with these and acknowledged members of the Dominion Board by virtue of their office, are the different Provincial Presidents. The idea of the Dominion Board is to look after all matters of legislation by the Federal Government. There have been a few things that had to be dealt with before the Federal Government, but as a matter of fact conditions are so different that nearly all our legislation through our different Provinces, has to be looked after through the Provincial Government.

We were honored last year in sending a delegate to the Dominion Convention, held in

Montreal, to have him sent back to us as Vice-President of the Retail Merchants' Association of the Dominion of Canada, our enthusiastic Treasurer, J. L. Hutchinson of Saskatoon.

This Dominion Board situation I might say is not all that it should be. I am going to talk plain to you when I say it is not satisfactory to us at all, because we are called upon to pay into the treasury of this Association a per capita tax, while we as an Association in Western Canada cannot figure anything that we are receiving from them that is of any importance to us in the world, and we promised you last year that we would not invest a dollar of your money in anything, without your consent, where we could not show you that we would receive some direct benefit in return.

The requirements of the East are not fitted to the requirements of the West. Business is conducted in the East very differently from the West. Their system of business is not applicable to ours, and ours is not applicable to theirs. So you will be asked at this convention to consider the advisability of organizing a Western Branch of the Dominion Board, taking in the four Western Provinces, owned, controlled, manned and managed by ourselves. This will not interfere in any way with our strength as a Dominion Board. It will add to our strength, because if it is necessary to go to the fathers at Ottawa to receive anything by way of legislation, the Eastern and Western Boards could unite on the same, but there are some times many things to crop up, that are required in some of the Provincial Parliaments of Western Canada, that we need the united support of every member of the whole Western Branch, to put them through. You can see the sense of that, I am sure. If a certain matter comes up in a certain Province, and it is necessary and fair and useful, it is our duty as a Western board to assist that province with all the power that is in us, to put that legislation through, because it had the doublefold effect, if it is defeated in the four provinces. If it is carried in the one province, it goes a long way to carry it in the other provinces, but the greatest duty we have to perform as retail merchants in this Province is not so much to seek legislation as it is to prevent legislation that is detrimental to our rights, so the idea of the western board is just as much to prevent legislation as it is to seek legislation.

The preventive part is the brass buttons that you see on the policeman on the street. Our police force are not as useful to us for what they accomplish directly, as to what they accomplish indirectly. People do not undertake anything of a serious nature when they realize they are apt to go up against the brass buttons. We have had in this province the last year one of the wickedest things I ever heard told in my lifetime by way of proposed legislation, and that was when the Credit Men's Association went to Regina and tried to have a measure passed by the Government that all assignees of every nature, by Act of Parliament, should be turned over to the Credit Men's Association of the Province of Ssaskatchewan. We went to Regina when that possibility came up and we blocked it, and we stopped it. Of course they heard that we had in mind the idea of forming our own retail trust company, and with this idea in view they tried to slip across this legislation. You will be glad to know gentlemen, how this thing turned out. This proposition of theirs failed and the Retail Merchants' Trust Company is to-day on the Statutory Board of the Province of Saskatchewan. The same will be referred to in due time and you will be asked to comment thereon.

Before we ever had a Retail Merchants' Association, there was no protection for the retail trade of any kind. He was a target for any swindler that came along. He was being swindled out of his money, right and left, but I am glad there is a very great difference in the situation of the retailers to-day, and this has come about because of the efforts of the Retail Merchants' Associations of the different Provinces.

First of all you will remember our own Dominion Board, wiped out and forever eliminated, the trade system which you old-timers will remember, was such a detriment to the trade, and the patrons of industry, and the reason of that is quite familiar to you. We are to-day taking a different view of this. We are confronting the Grain Growers' Co-operative Society, and your society took a different stand at this time. We supported them, we encouraged them, we stood behind them as far as we could. The Grain Growers to-day can never say truthfully, that they received the slightest obstruction from the Retailers' Association of Saskatchewan. We encouraged them, we let them go into the retail business if they wished to go into it, because we knew that as farmers they should know more about agriculture than we do, and as agriculture is the basic industry of this Province, we were only too anxious that this Board receive all the protection and all the legislation necessary to protect the best interests of agriculture. I say we lent them our support, in every measure, but when they advised us they wanted to go into the mercantile business in spite of the fact that it was in opposition to us, we never raised our hands. Because why? There were two reasons: One was we had no fears in the world as to the ultimate result of that venture, but we did have fears that the worthy objects of Mr. Hopkins and Mr. Green might suffer, and we wanted the Grain Growers' situation to improve, but we knew perfectly well that there would only be one result to their business, and while I understand there is still just a little of that in their intentions, I think I am quite safe in saying that as far as the mercantile end of the Grain Growers' Association is concerned, while I would not say it is dead, I am perfectly safe in saying that the pall-bearers for the department are already appointed. And we thought right from the beginning that instead of attempting to kill their purpose, we would leave it alone and let them do their own hanging.

There are many things we have to deal with and I will touch them as quickly as I possibly can. We regret indeed that we have not become equipped enough yet, nor yet well enough educated to gather foresight enough, to face business calamities. We have not developed far enough yet to have foresight enough to prevent some of the merchants becoming bankrupt. I believe the idea of the Retail Trust Company will go a long way to eliminate that evil, but if bankrupt stocks are to be put on the market, we have been assured this much from the different trust companies, and that is, when a bankrupt stock is in your town, that we have the option of purchasing the stock in this manner:

After the assignees receive the highest bid they can get, they had agreed to give the merchants of that town the option of buying the stock, at that price.

Your small debt court, we were successful as you will remember in having legislation passed, whereby all sums up to $50.00 may be collected, before your police magistrate, and a judgment granted thereon without cost to you. This has been raised to $100.00. With this additional that any amount, over and above $50 when judgment has been signed, if there is no other way of collecting it, it may be registered against the land. We are not through with the Small Debt Court yet, as we think it is only right that it should be raised to $200, and I do hope when we accomplish that, it will be large enough to cover your customers' liabilities. Our food and supply bills. Our Hawkers' and Pedlars Act. Our successful opposition to several items of legislation detrimental to retailers' interests that would otherwise have become law. The formation of the Retailers' Trust Company and its object. Our fire insurance.

What we are still after:

(a) Alphabetical arrangement of property owners in the Registry Office.

(b) Enforcement of debtors to return and settle their accounts.

(c) The life of an execution as it is in Alberta.

(d) Modification of exemptions to $5,100.

(e) Our attitude to the wholesale trade and Credit Men's Association.

(f) Your opportunities at the head office, free for the asking, general service department.

(g) Our credit reporting department for exchange of ratings on applicants for credit and first aid in collections.

(h) A traffic department for the purpose of auditing freight expense bills and in delayed claims and dealing with railway freight transportation.

(i) A publicity department for the purpose of keeping you wise as to the financial standing of all parties, companies, organizations that you have to deal with, and giving first hand information of their reliability.

Co-operative Buying:

How can we improve our buying powers?

Am I in favor of co-operative buying gentlemen? I hope you may never misunderstand me. I don't give one snap whether you agree with me or not, but I do hope the time will never come, that I may be misunderstood. Co-operative buying certainly, how can we do it? Through the Merchants Consolidated, through the Canadian Supply Company. I do not know, but there is one thing that I want to make plain here, and I want it to be heard in all corners of this building, that the Retail Merchants' Association of the Province never has, and personally I hope will never be, attached in any shape or form with any merchandising insitution of any kind. If I understand the Retail Merchants' Association rightly, we are a protective institution, we have tried to harmonize merchants, we have tried to enact laws that will give equal rights to all and special privileges to none. We believe that legislation that is good for the merchant in Saskatoon is equally good for the merchant in Swift Current, and the legislation for the merchant in Grand Couleee is equally good for the merchant in Mortlach. And we are a united family, thank God, and as long as the special privilege part of it is struck out we always will be. There are three things that have broken up families, they have separated man from his wife, they have divided partnerships, they have busted confidence, and these three things are religion, commercialization and politics. We have eliminated everything of a political nature. You helped me kill that last year so nobly, I will never forget it. If any organizer representing the Retail Merchants' Association is ever found talking politics with you, or identifying himself while on duty with any political party instead of tending to his own business, we ask you to take the bull by the horns, pack him in a box, ship him by express to Saskatoon, and the Retail Merchants' Association at Saskatoon will treat you to canned sardines at the next convention.

I love Christianity. I owe my life to the little I have of it, but I hate religion. The world is chuck full of religion of every kind, stimulated by mighty little of the Calvary kind of Christanity. People will fight just as quick over religion as they will over politics.

Trading too often breeds jealousy. Partnerships are the fathers and mothers of lawsuits, especially when you get mixed up with a dirty, disloyal bunch. Trading needs financing. Financing means differences of opinion and too often breeds contempt. But fraternity means holy communion, means brotherly love, means confidence, and as long as this Retail Merchants' Association is an Association, I pray God may help us to eliminate any of the three great dangers that I have mentioned before.

Let us never allow or Association to become commercialized. Let us keep it distinct and maintain the honor and dignity we hold so dear.

Regarding the Merchants' Consolidated and the Canadian Supply Company, we have no quarrel with either one but keep them separate.

Many of these things I will have to deal with as they come up during the convention, but right in the beginning I want you to carefully consider who you are going to have for your new officers for next year. I do not wish to be personal, but you have from now until next Thursday afternoon to think as to whom are the most fit and proper persons to represent you on this executive. And I am on the inner circle; I know the innermost secrets of this organization, and I know this much: That your officers will be named, nominated, elected, by a wide open meeting consisting of yourselves, in this convention. As to who the next officers will be that question has never been mentioned by any member of this executive; we haven't any imaginary idea whom they will be; we don't want to know; but I do hope this much, and I am not speaking on behalf of myself, that they will be just as honest, just as earnest, just as persevering, as the executive which now retires, not forgetting to express to you our sincere thanks for the confidence you have placed in us. And if it should be that you see fit the next year to increase their salary a hundredfold, it will not affect your treasury one particle, because the entire salary of Mr. Hutchinson, Mr. Cooper, Mr. McPherson and myself, can be paid upon the price of a postage stamp, and you will have two cents change left in return.

Resolutions Adopted by Convention



Views showing scenes in the city of Regina, Sask., where the convention of the Saskatchewan Retail Merchants was held May 9 to 11. The first is a view of Eleventh Avenue in that city, one of the main business streets, while the second is a view of the wholesale district, Dewdney street.

FORTY-TWO resolutions were drafted by the resolutions committee, and the task of handling them was started just before noon on Thursday. The chairman of the committee complained about the short space of time which remained to handle this important feature of the convention program.

Smuggling Into Canada

It is the opinion of a large number of delegates that a great deal of smuggling is going on in Saskatchewan through border towns between Canada and the United States. It was claimed that the practice is very extensive and that large quantities of goods are being brought in free to the detriment of the retail trade who are often unable to meet the lower prices prevailing on the other side of the border. The executive will take the matter up with the federal government, as a result of a resolution drafted at the meeting.

Lower Freight Rates

In another resolution which passed, it was proposed to ask the commission of conservation to request the proper department at Ottawa to use its influence to secure lower freight rates on waste paper, which at the present time is being collected in large quantities at the request of the Conservation Commission and Department of Agriculture.

To Increase Fees

A resolution which went through after considerable discussion provides for an increase in the initiation fee after December 31. At present the fee is $12. After December 31 the fee will be $25 for new members for the first year, and $12 per year for succeeding years. It was decided that all non-members in the province should be notified of the impending increase in order to give them an opportunity of joining at present rates.

Bulk Sales Act

A resolution which met with favor after a thorough discussion, follows:—"That this convention is of the opinion that the Bulk Sales Act in its present form is a reflection on the retailers of the province, and should be amended to the extent that it will not apply when the merchant is only selling a minor portion of his business not exceeding one-third.

Retailers' Trust Company

A resolution concerning the formation and operation of the Retailers' Trust Co., was left in the hands of the executive. The charter for the company was received at the last session of the provincial legislature and gives the company wide powers.

Endorse Bankers and Credit Men

The meeting endorsed the effort of the Bankers, and Canadian Credit Men's Associations to secure legislation enabling them to prosecute persons who issue N. S. F. cheques.

Other Resolutions

A resolution providing for a nominating committee of sixteen carried.

A resolution carried approving of the daylight saving scheme now in effect in several Western Canada towns and cities.

No action was taken regarding a resolution concerning an alleged fruit combine.

A resolution regarding wholesalers selling to blacksmiths was dropped.

A resolution regarding Bank Act Reform was withdrawn.

A resolution complaining of a charge of 25c on each letter in answer to inquiries from the sheriff was dropped.

No action was taken regarding soldiers taking advantage of the moratorium to avoid payment of accounts contracted.

A resolution regarding seed houses selling direct to the consumer, was passed on to the executive.

Certificate of Membership

A resolution carried providing for a certificate of membership to be given to every merchant joining the association. The certificate can be framed and displayed in the store if desired.

Increase Subscription to "Retailer"

A resolution providing for an increase in the size of the "Retailer," the association's organ, to regular magazine size, and also for an increase in the subscription price from 50c to $1 brought forth some questions from the retailers before it carried.

One member wanted to know if it was on a self-sustaining basis, and was assured that it is. It was pointed out that efforts would be made to enlarge the paper both from an editorial and advertising standpoint, and also to increase the circulation in order to secure certain desirable postal privileges.

One member wanted to know if it was the intention to run market reports such as appear in Hardware and Metal, and the Canadian Grocer. The chairman replied that the "Retailer" was a monthly paper but would probably be develop-

ed along somewhat similar lines. The resolution carried.

Referred to Executive

The following were referred to the executive: — Resolution respecting the appointment of a public conciliator. Resolution providing for the establishment of an advertising department at the head office to assist retailers in solving their advertising problem, to criticize ads., etc.

A resolution aiming to make federal government employees liable for debts contracted, not allowing them to be exempt from garnishment as at present, was referred to the western branch of the board.

To Adopt Monagram

A resolution carried, providing for a trade mark, symbol or monagram for use on the stationery of members of the association. Members were also requested to make use of the mark and have their stationery marked "Members of the R. M. A."

So-Called Wholesalers

A resolution aiming at legislation to prevent so-called wholesalers selling consumers under improper misrepresentation was carried unanimously.

Another resolution referred to the executive was for the purpose of trying to secure legislation to prevent debtors against whom judgments have been registered, leasing land at a nominal rental to avoid payment of debts.

A resolution that carried unanimously requested legislation which would make a husband and wife jointly responsible for debts contracted in purchasing the necessities of life.

A resolution was presented advising members to forward their freight bills to the head office of the association to be checked up.

Next Convention at Moose Jaw

New President of Association is A. A. Evans, Retailer for 28 Years—Several Places Wanted Next Convention—G. A. Maybee Made Honorary President.

THE election of officers and task of selecting a meeting place for next year's convention took place at 4 o'clock Thursday afternoon.

In the early stages of the convention President Maybee told the members that he would not be available for president next year. In saying this he did not want to infer that they had even thought of having him for president next year. He simply wanted to let them know well in advance in order that they would have plenty of time to consider who the next president would be.

W. W. Cooper, Swift Current, 1st vice-president, also intimated that although he would continue to be one of the association's most faithful workers and members, he would be unavailable next year, owing to pressure of other business matters which had developed.

Many members expressed their sincere regret at losing these two men from the list of officers.

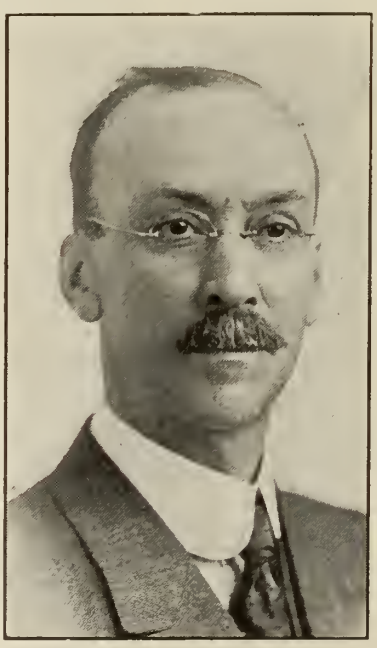
All efforts to induce Messrs. Maybee and Cooper to remain in office were unavailing and a nomination committee of sixteen was appointed to bring in a report.

The New Officers

The nominees of the committee were elected as follows—:President, A. A. Evans, Outlook, Sask.; first vice-president, H. D. MacPherson, Regina, Sask.; second vice-president, F. W. Smith, Weyburn, Sask.; secretary, F. E. Raymond, Saskatoon; treasurer, J. L. S. Hutchinson, Saskatoon, Sask.; organizers, J. M. Brayley and G. W. Anderson.

A. A. Evans, the new president, is a member of the firm of Evans & Lougheed, Outlook, Sask., and has always taken a deep interest in the work of the association. He has been a retailer for 28 years. He started in business with $317 in cash and as he says himself, has held his own ever since. Mr. Evans thanked the members for the honor conferred upon him and assured them that his best efforts would be used to further the interests of the association. Mr. Evans eulogized the work of the retiring president, Mr. Maybee, and referred to the splendid progress which had been made during the latter's term as president.

Subsequently by a unanimous vote Mr. Maybee was elected honorary president of the association.



H. O. ROBERTS
of Minneapolis, Minn., who led the discussion on the question, "Would the elimination of the retail merchant kill the town?"

Moose Jaw Next Meeting Place

A number of places were anxious to secure the next convention, and invitations were extended by representatives from Saskatoon, Moose Jaw, Weyburn, Swift Current.

One member caused considerable merriment, when in a neat and witty speech he extended a hearty invitation to the members to hold their next convention at Willow Bunch, a place 35 miles from a railroad station.

In the voting which followed, Swift Current and Saskatoon were almost a tie, the latter city having a majority of only one. The final vote showed a large majority in favor of Moose Jaw, the home of Past President G. A. Maybee.

The convention will be during the second week in May on dates to be selected by the executive of the association.

Towards the close of the meeting a member, again brought up matters regarding one of the companies referred to elsewhere in this issue. What promised to be a rather warm discussion over matters which had previously been taken up, was nipped in the bud by the new president amid applause from most of the members present.

CONVENTION NOTES

President Rannard of the Manitoba Retail Merchants' Association, extended a hearty invitation to all to be present at the Manitoba convention in June.

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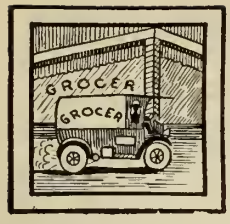
The trade papers were represented at the convention by C. D. Lang, The Commercial, Winnipeg; G. D. Davis, and E. J. Dodd, of the MacLean trade papers, Toronto.

* * *

A meeting will be held in the near future of representatives from the Manitoba, Saskatchewan and Alberta associations with a view to forming a Western Board of the R. M. A.

* * *

The delegates were received with open arms by the citizens of Regina. An ideal place for holding meetings was afforded in the auditorium of the city hall and additional room was placed at the disposal of the various committees.



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Western Canada

C. F. McGhie, of St. James, Man., grocer, is succeeded by Wm. Dawes.

May 8 was Arbor Day, and a public holiday in Manitoba.

Senior Bookhalter, Pangman, Sask., was a visitor in Winnipeg last week.

Thomas Mallard succeeds Edith Schweid in Norwood, Man., in the grocery business.

Olive Burgoyne succeeds Thomas McFarlane in his grocery business in Winnipeg, Man.

Westbourne Trading Co., of Westbourne, Man., have moved to Lanigan where they continue as Panitz & Co.

W. O. Randolph, western manager of the Harper-Presnail Cigar Co., Hamilton, Ont., who suffered severe injuries in a street car accident on Feb. 18, is still under specialists' care at the Winnipeg General hospital.

W. W. Hutchinson, of the Lake of the Woods Milling Co., was in Winnipeg last week. The object of Mr. Hutchison's visit to the West is in connection with the rebuilding of the firm's mill at Medicine Hat, which was destroyed by fire recently.

A. A. Mencly & Co., of Maple Creek, Sask., announce that on May 17, they are handing over their stores to the ladies of the Imperial Order Daughters of the Empire. These ladies will be in charge of all departments. Ten per cent. of the day's sales will be turned over to them for patriotic purposes.

Ontario

David Johnston, of 413 Jones avenue, Toronto, grocer, has sold to F. Sullivan.

W. H. Perrin, grain merchants, of Clinton, passed away last week.

D. A. Hewgill, grocer, Milton, Ont., has installed a new display counter.

Sam Zehr has opened an ice cream parlor in the rear of his grocery store in Perth, Ont.

J. F. Pedlar has sold his grocery and bakery business in Creemore, Ont., to James Finlay, of Georgetown, Ont.

Chapleau, Ont. merchants will close Wednesday afternoon after May 24 and continue till middle of September.

Arthur Norrington has sold his grocery and ice cream business in Streetsville, Ont., to W. A. Campbell, and has bought a confectionery and ice cream parlor at 413 Parliament street, Toronto.

All stores in Guelph, Ont., are to be closed on Thursday afternoons during July and August. At a meeting of the Retail Merchants' Association held recently this course was decided on.

Tackaberry & Tackaberry, Lion's Head, Ont., sustained a fire loss recently. They have purchased a site and will proceed at once to erect a new store about 33 x 48 feet in dimension and 22 feet high.

Frederick Wells Avery, a director of the C. H. Catelli Co. and the Riordon Paper and Pulp Co., vice-president of the Canadian Lumberman's Association, and a partner in several lumber companies, passed away on May 11 at his residence in Ottawa.

Breaking the glass panels in the front doors, two thieves entered the store of the Whyte Packing Co., in Stratford, Ont., about midnight one night and carried off a quantity of tobacco, gum and other articles. This is the second or third burglary which has taken place at this store.

An unusual case was brought to light in Windsor recently. Cross-questioning by the police brought a confession from Nourd Nassir, a 9-year-old Syrian girl, that she had stolen $100 from the store of Frank Hadra, a grocer. She showed the officers where $60 of the money was hidden beneath the steps of her parents' home, but was unable to account for the balance.

The death occurred recently at Toronto, of Wm. J. McCormack, a former grocer but lately grand treasurer of the Grand Lodge of Ontario, of the Independent Order of Oddfellows, after an illness extending over several months. Mr. McCormack was born in Canada in September, 1835. After spending his earlier years as a boy on the farm the late Mr. McCormack entered the building trade, and then the grocery business on Yonge street, north of Bloor.

Quebec and Maritime Provinces

Napoleon Quintin, of Iberville, Que., has sold to John McGibbon.

C. Beaudry, grocer and restaurateur, of Montreal, Que., has suffered loss by fire.

J. D. Hutchins, president of the John Dunean Co., of Montreal, is a visitor to New York this week.

Alexandre Collette, a Montreal city traveller for Hudon Hebert & Cie, was married on May 15.

The National Coffee and Spice Co., at 254-262 St. Paul W., Montreal, have enlarged their quarters.

W. R. Spooner, wholesale fish merchant, has moved his Montreal office to 119 Place d'Youville.

Edward McGowan, of McGowan, James & Sons, general store, butter and cheese factory, of St. Martine, Que., is dead.

The friends of I. Tenet, city sales manager of Hudon Hebert & Cie. of Montreal, are congratulating him on the arrival of a 12-lb. boy.

Albert Cawthorne, of the travelling staff of D. Hatton & Co., Montreal, has started on his annual trip into Northern Ontario.

The Pure Food Supply Co., of Montreal, is the latest co-operative store to go out of business under the Winding-up Act. W. D. Ayling & Co., of 212 McGill Street, are the liquidators.

Baird & Peters, G. W. Hodge, Kitchen Bros., and A. F. Randolph & Sons, of Fredericton, N.B., have announced their intention to close at 1 p.m. on Saturdays, from May 6 to September 30, this year.

The Reed Company, wholesale grocers, of Moncton, N.B., suffered loss by fire to the extent of $2,200 this week. The fire caught their business place from the I. C. R. shops which suffered the biggest blaze in years in the Maritimes.

B. J. Preston died at Yarmouth, N.S. He was 90 years old and was born in Dewsbury, Yorkshire, England. He came to this country almost half a century ago, and had been in mercantile business for many years.

The Sackville, N.B., branch of the Retail Merchants' Association have the following board of officers for 1916:—President, G. E. Ford; first vice-president, C. M. Cahill; second vice-president, G. T. Estabrooks; treasurer, H. H. Woodworth; secretary, E. P. Smith.

Victor Simard, a partner in J. A. Simard & Cie, tea, coffee and spice merchants, of Montreal, was married May 16 to Miss Delte Corinne Daignault. Mr. and Mrs. Simard left on a three weeks' trip to Albany, Atlantic City, and Newport.

Sir Robert Borden and Minister Hazen, of the Fisheries Department, were in Montreal on Monday in connection with the opening by the Harbor Commissioners of the new grain elevator, the largest on record, and the launching by the Canadian Vickers of the new Government ice-breaker.

Canned Goods Strengthening; Sugar Stands Still

Prospects Are Not Good for Large Pack of Vegetables and Fruits This Year—Shortage of Labor and High Sugar Are Handicaps—Shortage Still Exists in Molasses—Ginger Prices Higher—Interesting Dried Fruit Situation — Condensed Milk Higher.

Office of Publication, Toronto, May 18, 1916.

FEATURE of the markets this week is an advance of 20c per barrel in flour. The chief reason for this, apparently, is that we are likely to see a considerable drop this year in the production of wheat throughout the world. As everyone knows, last year was a phenomenal one from the standpoint of wheat production and particularly on the North American continent. Canada reaped its best crop in history; so did the United States. However, from all appearances, there will be a different tale to tell at the end of 1916. The cause is the considerably lower acreage throughout the Canadian West, partly due to labor shortage and to fact that the weather is from three weeks to a month late. This has hindered work of seeding. In view of these circumstances millers are looking forward to a comparative shortage of wheat and already the demand is being enlarged. This accounts for the firming up of the flour market which, while it may not advance abruptly, is likely to tend gradually upwards throughout the year.

For a wonder we did not have any advance in sugar during the past week. Up to time of going to press sugar maintained its former price and while the market is still firm, situation does not appear to be quite so acute. At the price retailers in Eastern Canada are paying for sugar, they should be retailing it close on to the ten-dollar per cwt. mark in order to make a net profit above cost and operating expenses.

The situation in eggs, contrary to former years, continues quite firm. Prediction was made in this paper some weeks ago that we would not see much less, if any, than 20c paid for eggs in the country. This prediction has been borne out by fact. Eggs costing around 20 to 22c for packing purposes are going to sell rather high during the coming winter.

The situation in imported lines continues firm. Such articles as imported pickles, jams, marmalade, etc., are considerably higher than a year ago and there seems to be no outlook for lower figures in the near future. Freights are still high and when extra risks are added, it will be unreasonable to expect prices to be same as they were prior to the war.

Quebec Markets

Montreal, May 18.—A backward season and a week of unusually cold weather have aided in making past week a rather quiet one in grocery circles except in lines that have been affected by price changes as in case of flour which has been active.

Navigation is in full swing and has caused development of usual down river and Maritime trade of this time of year. Strike is technically off but some slight inconveniences are still noted on part of shippers. Indications are favorable for large fruit crop and high price of sugar is only factor mentioned as unfavorable for a good preserving season. Vegetables and fruit continue to feel effect of cool weather the most of any lines. Many products show firmness and advances; cheese is firmer and flour and rolled oats have developed strength and in the case of the former a very active demand as a result of the 20c advance.

Feeling of strength in sugar market is less acute than for some time past although firmness still rules. Molasses importers continue to look forward to specially arranged shipment to relieve market and in mean time manufacturers of corn syrup are doing an unusually large business. There has been an advance on shelled walnuts during week following advices from France of exhaustion of crop. Canned goods are quiet but are firmly held at prevailing prices. Usual numbers of advances continue to occur especially in imported

MARKETS IN BRIEF

QUEBEC MARKETS.

FRUITS AND VEGETABLES—
- Apples firmer.
- Tomatoes scarce and firmer.
- Cabbage firmer and lower.

PRODUCE AND PROVISIONS—
- Lard up ½c.
- Hams 2c higher and scarce.

FISH AND OYSTERS—
- Lake fish coming forward freely.
- Haddock scarce.
- Lobsters low and firmer.

FLOUR AND FEED—
- Flour up 20c, and good demand.
- Cereals up 20c.

GENERAL MARKETS—
- Dates and shelled walnuts firmer.
- Sugar firm, but less acute.
- Scarcity still exists in molasses.

ONTARIO MARKETS.

FLOUR AND CEREALS—
- Flour up 20c.
- Several cereals change.
- Rolled oats firm.
- Barley in demand.

FISH AND OYSTERS—
- Lake fish late.
- Halibut going down.
- Decline in lobster prices.

PRODUCE AND PROVISIONS—
- Butter steady; make heavy.
- New laids slightly up.
- Demand for poultry.
- Cheese firm and high.
- All meats up.

FRUITS AND VEGETABLES—
- Decline in lettuce.
- Parsley prices down.
- Radishes a drug.
- Cherries cheaper.

GENERAL GROCERIES—
- Teas high in London.
- Big exports in sugar.
- Future prunes firm.
- Beans very strong.

MANITOBA MARKETS.

FLOUR AND CEREALS—
- Big advance in rolled oats.
- Oat market very strong.
- Package oats unchanged.
- Demand for bran and shorts.
- Cornmeal tends upward.

PRODUCE AND PROVISIONS—
- Hogs remain at $11.
- Advance in cooked hams.
- Advance in egg quotations.
- Cold weather upsets market.
- Decline in creamery butter.

FISH AND POULTRY—
- Fresh salmon declines.
- Fresh lake trout at 12c.
- Poultry still scarce.
- Fresh halibut now 12c lb.

GENERAL GROCERIES—
- Sugar still tending up.
- Advance in corn syrups.
- Evaporated apples are down.
- Washing soda price doubled.
- Further advance on pickles.
- All California fruits firm.
- Higher pepper quotations.
- Package teas higher.

goods. Condensed milk has been advanced from 15c to 20c a case by large manufacturers. Drugs that are handled by grocers continue to advance and senna leaves have doubled in value and are now 60c a lb. Norwegian sardines are up 50c. Candies 1c a lb. on account of sugar prices. Ginger, pecans and dates have all advanced. Package currants are a trifle easier and with exception of some fruits and vegetables constitute the only decline of the week. Advances have occurred in tinned meats including corned, roast and boiled beef, pork and beans in several sizes and chili sauce.

SUGAR.—Market remains unchanged in price and ruling factors with firmness maintained but less evident. An inactive trade is reported and business marking time with no sign of any weakness however. Sellers are holding firm and buyers are holding off so that concessions are not being made either way and market is still in a fluid state, with a break threatened one way or the other as present condition is unusual for any length of time. Raw cubas are reported passing in New York at 5½ for immediate and 5⅝ as the lowest for future delivery. Cane crop is reported to have been pretty well finished for season with only 89 "Centrals" grinding in Cuba now as against almost double the number a year ago. Retail prices are running firm with purchases based on requirements of moment only otherwise no considerable check of consumption has occurred although indications point to curtailment of buying for preserving purposes during coming sugar months if prices hold up.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	8 20
20 lb. bags	8 30
2 and 5-lb. bags	8 50
Extra Ground Sugars—	
Barrels	8 65
50 lb. boxes	8 75
25 lb. boxes	8 95
Yellow Sugars—	
No. 1, 100 lb. bags	7 80
Dark yellow, 100 lb. bags	7 60
Bright yellow, bbls. only, cwt.	8 05
Powdered Sugars—	
Barrels	8 35
50 lb. boxes	8 55
25 lb. boxes	8 75
Paris Lumps—	
100 lb. boxes	8 80
50 lb. boxes	8 90
25 lb. boxes	9 10
Crystal Diamonds—	
Barrels	8 80
100 lb. boxes	8 90
50 lb. boxes	9 00
25 lb. boxes	9 20
Cartons	9 45
Half cartons	10 15
Crystal Dominoes, cartons	9 65

MOLASSES AND SYRUP.—There are no developments of importance to report on local market which remains unchanged in price, and in scarcity of supplies of which the market is practically bare. The Royal Mail Steam Packet Co., is allowing an equal amount of space for molasses, carrying on one of their boats in exchange for the Govt. sugar boat which was to have carried molasses to Montreal. This mail boat will carry 2800 puncheons and further reports are that she will be soon taking on cargo. Large supplies are held on the Islands awaiting shipment.

Corn and cane syrup remains unchanged in price and demand. Corn syrup is moving freely and additional interest being shown in starch products of all kinds.

	Prices for Fancy.	Choice. Island of Montreal.
Barbadoes Molasses—		
Puncheons	0 59	0 51
Barrels	0 62	0 54
Half barrels	0 64	0 56

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04½
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 5¼c; ½ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 8[illegible]

DRIED FRUITS.—Dromedary dates have advanced 1c for 1 lb. packages which are now sold at 10c; Hallowee are now 9½c for loose and 9c a lb. in packages. Other prices remain unchanged and demand in general is inactive with exception of seedless raisins which are in normal and all year round demand. Prune and currant stocks on hand continue to be low. Strengthening reports from California are lacking this week and less firmness is noted in feeling here for American fruits.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	....	0 09½
Apples, choice winter, 50-lb. boxes	....	0 09
Apricots	0 14	0 15
Nectarines, choice	....	0 11½
Peaches, choice	....	0 08
Pears, choice	....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	0 24	0 25
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	....	0 12½
Filiatras, packages, new	....	0 13
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	....	0 10
Farfs, choicest	....	0 12½
Hallowee, loose, new	....	0 09½
Hallowee, 1-lb. pkgs.	....	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11	0 12
40 to 50, in 25-lb. boxes, faced	....	0 10¾
50 to 60, in 25-lb. boxes, faced	....	0 10
60 to 70, in 25-lb. boxes, faced	....	0 09½
70 to 80, in 25-lb. boxes, faced	....	0 09
80 to 90, in 25-lb. boxes, faced	....	0 08½
90 to 100, in 25-lb. boxes, faced	0 08	0 08
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels, loose, 3-crown, lb.	....	0 09
Muscatels, 4-crown, lb.	....	0 09½
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 10½	0 11
Choice seeded, 16 o. pkgs.	0 10¼	0 10½
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11¼

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

SPICES.—Ginger has advanced recently 6c and is now offered at 28c a lb. Other prices remain unchanged with steady market in which firmness is well maintained in spite of an inactive demand that reflects dullness of New York market which is result of recent heavy buying and present condition of market is said to be natural reaction of same.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	....—0 16	....—0 09	....—0 23
Cassia	....—0 29	....—0 85	....—0 35
Cayenne pepper	....—0 28	....—....	....—0 35
Cloves	0 30—0 32	....—0 90	....—0 39
Cream tartar—55 to 67c.			
Ginger, Cochin	....—0 28	....—....	....—0 29
Ginger, Jamaica	....—0 25	0 95—1 00	....—0 31
Mace	....—0 80	....—....	....—1 00
Nutmegs	0 45—0 45	....—0 45	....—0 80
Peppers, black	....—0 28	0 85—0 90	....—0 26
Peppers, white	....—0 35	1 15—1 20	....—0 37
Pastry spice	....—0 22	0 95—1 20	....—0 29
Pickling spice	0 16—0 18	....—....	....—....
Turmeric	0 21—0 23	....—....	....—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	....	12-15

RICE AND TAPIOCA.—These lines are unchanged in price and ruling factors with firmness well maintained by an active demand. Outside advices are to effect that quality of Rangoons this year is excellent and is superior to last year. A large crop is reported but freight shortage continues to rule so that feeling of market has not been adversely affected. Tapiocas continue to be scarce and prices maintained by holders of small stocks available.

Rangoon Rices—	Per cwt.
Rangoon, "B"	4 30
"C.C."	4 10
India bright	4 45
Lustre	4 50
Fancy Rices—	
Mandarin, Patna	4 90
Pearl	5 10
Imperial Glace	5 80
Sparkle	6 40
Crystal	5 70
Snow	5 30
Ice drips	5 40

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna—	Per lb.	
Bags, 224 lbs.	....	0 06
Half bags, 112 lbs.	....	0 06½
Quarter bags	....	0 06¼
Velvet head Caroliua	0 08	0 09
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 11	0 12
Seed, lb.	0 10½	0 11

DRIED VEGETABLES.—Beans are firmly held although no direct advances have occurred following the stronger feeling which has ruled in market of late, and a fair amount of business continues to pass. Peas remain unchanged in prices and inactive demand.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 30	4 45
Canadian, hand-picked	4 90	5 10
Canadian, 5-lb. pickers	....	4 10
Yellow eyes, per bushel	....	4 20
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 00	3 25
Peas, split, bag, 98 lbs.	....	6 00
Barley, pot, per bag	....	3 00
Barley, pearl, lb.	0 04½	0 05

TEA.—A strong feeling continues to rule undertone of market based on difficulties of securing prices here in keeping with primary costs. An active demand is reported and inquiries are coming forward from outside points as well as fairly active demand among wholesale houses here. Cable advances just received state Japan market opened on the 11th, with good quality and prices of the earliest tea, ½c to 1c lower than last year. Importers here have received by the first incoming steamer the "first runners," or early shoots of tea which are naturally best grade of crop.

COFFEE MARKET.—Is unchanged, quiet and steady with firmness well

maintained in all lines. Delivery is hard to get from primary points and freights unchanged but supplies are coming forward for local demand in ample quantity to care for requirements.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 22	0 24
Java, lb.	0 33	0 38
Maracaibo, lb.	0 22	0 23
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 18½	0 21
Santos, lb.	0 21	0 23
Chicory, lb.	0 12	0 14

NUTS.—Orders have been coming in freely during past week following advances in pecans of 1c which are now from 19c to 20c and a sudden advance of 1c to wholesale trade for shelled walnuts on report from France which indicates that supplies are exhausted. This has resulted in great firmness in whole lines and good demand. Filberts are also up 3c a lb., Brazil, almonds and walnuts continue unchanged in price to retailers but firmness rules.

Almonds, Tara, new	0 15	0 15½
Grenobles	0 16	0 16½
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 33	0 34
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 14½	0 15
Filberts, shelled	0 32	0 34
Pecans, large	0 18	0 19
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 08¼	0 12½

CANNED GOODS.—There are no price changes to report but considerable variation occurs in those offered, owing to differences in state of various wholesale stocks. Prices on tomatoes range from $1.10 to $1.20 and market is in fluid state so that some retailers are paying less for supplies than some wholesalers. Market in general has settled down following recent activity buyers have practically covered their requirements as far as possible.

Firmness continues to rule in salmon and fish lines in general and Norwegian sardines have advanced 50c and are now $13.00 a case.

Ontario Markets

Toronto, May 18.—That the trade is having a good year so far, is the opinion of most wholesalers. One man put it forcefully and shortly. "If this keeps up I shall be 50 per cent. ahead in 1916," he said; "my first four months have been crackerjacks." No doubt some retailers, and wholesalers, too, are inclined to think that perhaps the fact of so many men leaving the country is hitting the trade a bad blow. Most, however, take the view that this is not so. Undoubtedly there are not only many thousands of men who have left the country during this last year and a half, but also many thousands of women and children since there has been quite a large exodus of these latter, so that they may be near their men folk in England. Undoubtedly the absence of this aggregate of people has been felt. Nevertheless the trade is better off, even at that.

Why? The reason is obvious. The country is undergoing a wave of prosperity. For six months and longer business the country over has been good, and steadily getting better. This has meant much more money in circulation. This in its turn has meant more money for the woman customer to spend. Retailers corroborate the opinion that their customers are spending more money at the stores than at any time since the palmy days of 1911 and 1912. They have this extra to spend. The public is buying luxuries to-day, where a year ago they would only buy necessities, and those in as small quantities as barely needful. There is a spirit of commercial prosperity abroad, and men and women are spending. Thus, while considerable has been lost by the big exodus of troops and womenfolk appertaining thereto, it has been more than made up by the increased size of the orders of the great majority who remain. Grocers—that is the aggressive dealers—are in a sound and healthy condition financially. This year, if it keeps up as it started out, and there is no reason to surmise that it won't, should write it off on December 31st as the best yet!

Attention of readers is directed to the increase in prices of all hog products again this week. Lard, cooked and dry salt meats, bacons and backs, have all advanced, and are quoted very firm. This is again the result of the enhanced value and strength of hogs. These are slightly higher, and a firm feeling prevails.

Apropos the subject of hogs, it is interesting to observe that here is a case where one market interdepends upon another, each affecting the other. The unprecedented strength in hogs is responsible for farmers going into raising hogs, and concentrating on this work. An increasing number of farmers are so doing these days. Consequently the feed men benefit. Farmers feeding more hogs must needs buy more feed, and thus another market—i.e., the feed market, is affected.

SUGAR.—For once a week has passed without any noticeable upward movement, and while sugars are firm, they have not advanced locally. The New York situation is generally easier, too. According to an authority, a maximum Cuban crop of 3,000,000 tons is by no means improbable. Sixty-nine mills have now finished grinding their crop and their out-turn is about 6 per cent. more than the same mills last year. If this increase is maintained and the other mills come up to scratch, this estimate (Mr. Himely's) will be reached.

Refiners point out that Cuban shipments to Europe now total 353,000 tons, as against 151,000 a year ago. This puts in a terse way the export situation. No wonder sugar is high in price!

A spell of dry weather, it is forecast, will follow the present heavy rains.

Extra Granulated Sugars, Montreal Refined—per 100 lbs	
100 lb. bags	8 26
20 lb. bags	8 36
10 lb. bags	8 41
2 and 5-lb. cartons	8 41
Nova Scotia refined, 100-lb. bags	8 16
New Brunswick refined, 100-lb. bags	8 16
Extra Ground Sugars—	
Barrels	8 26
50 lb. boxes	8 66
25 lb. boxes	8 96
Powdered Sugars—	
Barrels	8 36
25 lb. boxes	8 86
Crystal Diamond—	
Barrels	9 81
100 lb. boxes	8 91
50 lb. boxes	9 01
Cartons (25 to case)	9 86
Cartons (50 to case)	10 96
Crystal Dominoes, carton	10 21
Paris Lumps—	
100 lb. boxes	8 91
50 lb. boxes	9 11
25 lb. boxes	9 11
Yellow Sugars—	
No. 1	7 56

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

SYRUPS AND MOLASSES.—Molasses shows no change at all. The market is firm and generally regarded as an advancing one. A few odd lots, small in bulk, get to Canadian ports, but they do not ease the market tone appreciably, as they are all spoken for long before they reach here. It is said that about end of May we may expect better arrivals when demand will be appeased and prices weakened. There is nothing definite yet, however, as to dates of arrival.

Corn syrup is in good demand, and corn market, in this connection, is worth noting. It is very firm. Already this year there has been an advance in corn syrups following the strength in the corn market, and were it to happen again it would surprise no one.

Corn Syrups—		
Barrels, per lb., 4c; ½ bbls., 4¼c; ¼ bbls.		0 04½
Pails, 38½ lbs., $1.95; 25 lbs.		1 50
Cases, 2 lb. tins, 2 doz. in case		2 75
Cases, 5 lb. tins, 1 doz. in case		3 15
Cases, 10 lb. tins, ½ doz. in case		3 05
Cases, 20 lb. tins, ¼ doz. in case		3 00
Cane Syrups—		
Barrels, 1b., 4¾c; ½ bbls.		0 05½
Cases, 2 lb. tins, 2 doz. in case		4 80
Molasses—		
Fancy, gallon	0 60	0 65
West India, bbls.	0 35	0 38

TEA.—Cables from London report situation at the auctions there as exceedingly firm, and tending higherwards all the time. Consumption grows, and this seems to be the fundamental condition governing the market. Thus teas are actually higher of themselves, as the weeks and months pass. Extraneous influence, such as a tightening freight situation and scarcity of labor, play an important part. All these things, and such incidentals as extra war risk and insurance, help to put prices up for the importers here, and tea men, at present prices, cannot be wallowing in money!

Locally, demand and supply have no new feature. Quality is said to be extra good just now, a condition corroborated by London.

DRIED FRUITS.—All fruits locally pursue the even tenor of their way, and show little feature. This is, of course, the slack season of the year. Fresh fruit daily becomes more abundant, and demand for dried stuff slackens in consequence.

Situation in future prunes, however, is worth remarking. At the Coast they are advancing. It is figured that old stocks will be disposed of by the time new stuff arrives, and as the crop is short, packers generally are holding for high prices. There is, of course, another side to the question of prune prices. For, though crop is short, export demand has practically ceased to exist, and 110,000,000 pounds, say the bears, is sufficient for domestic needs. They argue for lower levels, therefore. There are the two sides to the question of future prunes.

Firm spot on this market is peels. Stocks are light and the basic reason for strength is that since 'way before Christmas stocks have never been anything else than light. Peels have been consistently firm in price for six months. There will be no new stocks till September either. It is thought that prices, when and if they move, will go up—not down.

Apricots are firm and tightly held. Stocks are low and demand has suddenly brisked up quite a bit. Buyers and sellers at the Coast appear to be at daggers drawn, and are certainly holding up business.

Apples, evaporated, per lb.	....	0 09½
Apricots—		
Std., 25's, faced	0 12	0 12½
Choice, 25's, faced	0 13½	0 14
Extra choice, 25's, faced	0 14½	0 15
Fancy, 25's, faced	0 15½	0 16
Candied Peels—		
Lemon	0 18	0 20
Orange	0 18	0 20
Citron	0 23½	0 25
Currants—		
Filiatras, per lb.	0 13½	0 14½
Amalas, choicest, per lb.	0 14½	0 15½
Patras, per lb.	0 14	0 15
Vostizzas, choice	0 14¾	0 15½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Pa..ckage dates	0 10	0 10½
Hallowees	0 08½	0 09
Prunes—		
30-40s, California, 25-lb. boxes	0 13	0 13½
40-50s, 25-lb. boxes	0 10¾	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09¼	0 09½
70-80s, 50-lb. boxes	0 08½	0 08¾
80-90s, 50-lb. boxes	0 08¼	0 08½
90-100s, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 07	0 07½
Stds., 50-lb. boxes	0 06¾	0 07
Choice, 25 lbs., faced	0 07½	0 07¾
Extra choice, 25 lbs., faced	0 07¾	0 08
Fancy, 25 lbs., faced	0 08¾	0 09
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	....	0 10
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets	....	0 10
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

NUTS.—Shelled walnuts here are lower, and sell around 35c to 37c. Nobody much is buying nuts of any kind, and shelled stuff apparently is slow. Almonds are slow sellers, too, just now, and sell anywhere from 40c to 43c. The shell lines have the average demand for this time of year; that is very little. Nuts in May are not a seasonable line.

BEANS.—Choice prunes are firm at $4.50. Here and there they are slightly higher. Supplies are still difficult to get, and demand is fair to middling. In ordinary years such a demand as exists at present would result only in an easy market. But it is supply, rather than demand, which rules this year.

There is no change in split peas except that they are noticeably easy. There was a decline last week, and an easier feeling still prevails.

Beans, choice primes, bush.	4 40	4 50
Beans, hand-picked, bushel	....	4 75
Peas, blue, bushel	3 50	3 60
Split, lb.	0 05	0 05¼

CANNED GOODS.—A markedly good demand exists for prints, trade evidently being fully aware of the fact that housewives as a rule will not bother with their own fruit this year. All fruits have received a stimulus. Reports of the Holding Company taking over fruits have helped, of course.

Demand for vegetables continues to be excellent. All lines rule firm, and tend to advance.

Manitoba Markets

WINNIPEG, May 18.—It seems that, almost without exception, every line of imported goods is going up, and that what a Winnipeg jobber stated a few months ago was true, viz. that it would pay buyers to anticipate their requirements on all imported goods, as, owing to the freight situation, the price would be a secondary consideration before long, the difficulty being to get the goods. The truth of this is seen in the case of sugar to-day; the question seems to be not whether sugar is safe at present prices, but how high it will go. Local men are certainly looking for much higher prices.

One of the few lines that has registered a decline is evaporated appples, which have dropped to a basis of 8½c for choice 50's in Winnipeg. This is a decline of about 3c in the last two months, and is due to large quantities being thrown back on the market when the British embargo came into effect. It was expected that the price would be 30 per cent, higher than it is to-day.

The greatest difficulty is being experienced both by the wholesale and the retail trade is securing sickles and similar lines. A Winnipeg manufacturer advanced his quotations again this week, bringing his figures up 25% higher than they were a year ago. He has been compelled to do this he says, because of the increase in cost of sweetening matter, chiefly sugar, and because of advance in glass. Another feature entering into the case is advance in vinegar, to say nothing of the labor problem, which is assuming serious aspects. All pickle manufacturers are finding difficulty meeting an unprecedented demand. Pickles are said to be good value at to-day's prices if properly bought. Vinegar is steady at present figures, but future is uncertain.

Washing soda has doubled in price. It used to be quoted at 45c for 50 lb. sacks; it is now 90c. This means that all soaps and washing compounds will advance. Lye will also go up, Gillett's having already advanced 20 per cent., and is quoted $4.60 per case.

A notable feature of market this week is an advance in Blue Ribbon Tea. This has been expected for a long time, as it was known that, with a rising market, it would not be possible to continue sale of package teas at old figures. The advance amounts to a cent per lb.

SUGAR.—The market jumped twice last week, eventually landing at $8.80, as already announced in this column. This brings 10c sugar on the market as far as the consumer is concerned. It is still believed that the retailer will be paying 10c before long. A jobber here stated this week, "In New York it is not a question of whether present prices are safe, as how high they will go. I certainly look for much higher prices unless something unforeseen happens, such as peace. It appears that there is much less raw sugar coming out of Cuba than is required." An Eastern refiner, in his report to local wholesalers, states that Cuba figures are very bullish. On the week ending May 8, receipts in New York were 95,000 tons, this being a falling off of 35,000 tons since the previous week, and 22,000 tons less than the same week year ago. The crop is being wound up, and only 123 centrals grinding against 167 same time last year. About 65 centrals have finished their crop. Refiners advise buyers to anticipate their requirements and state that they may have to limit the quantity sold at present prices before the advance.

Sugar, Eastern—	in sacks. Per cwt.
Standard granulated	8 80
Extra ground or icing, boxes	9 65
Extra ground or icing, bbls.	9 35
Powdered, boxes	9 45
Powdered, bbls.	9 25
Hard lump (100-lb. case)	9 75
Montreal yellow, bags	8 40
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 75
Halves, 90 lbs., per cwt.	8 85
Bales, 20 lbs., per cwt.	8 85
Powdered, 50s	9 40
Powdered, 5s	9 65
Icing, barrels	9 40
Icing, 50s	9 60
Cut loaf, barrels	9 70
Cut loaf, 50s	9 90
Cut loaf, 25s	9 95
Sugar, British Columbia—	
Extra standard granulated	8 80
Bar sugar, bbls.	9 25
Bar sugar, boxes, 50s	9 35
Icing sugar, bbls.	9 35
Icing sugar, boxes, 50s	9 65
H. P. lumps, 100-lb. cases	9 75
H. P. lumps, 25-lb. boxes	10 00
Yellow, in bags	8 40

SYRUPS.—With the heavy demand for all kinds of syrups, and the high prices prevailing for cane syrup on account of the high sugar market, it is not surprising to learn that corn syrups have jumped another 15c per case. New quotations are:—2's, 2.88; 5's, 3.23

10's, 3.11; 20's, 3.12, and half lb. barrels by the lb. 4.65.

Corn Syrup—	
2s, per case 2 doz.	2 88
5s, per case 1 doz.	3 ..
10s, per case, ½ doz.	3 12
20s, per case ½ doz.	3 12
½ barrels, by the lb.	4 6
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	4 65
5-lb. tins, 1 doz. to case, per case	4 75
10-lb. tins, ½ doz. to case, per case	4 45
20-lb. tins, 3 tins to case, per case	4 35

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes, ½ bbls., per gal.	0 65
New Orleans	0 28

Tins, 2s, $3.55; 2½s, $3.10; 5s, $3.05; 10s, $2.75.

DRIED FRUITS.—Prunes, peaches, apricots all firm at present prices. Raisins can also be included in the list, and, in fact, all California fruits. The retail trade will have difficulty securing Fard dates, as wholesalers state that they are unable to get them at any price. There are very few 30-40 prunes available. Currants continue to advance, and purchases by jobbers on the basis of to-day's New York prices, would mean that they will be compelled to sell at considerably over to-day's prices. Evaporated apples have declined again, and are being quoted here at 8½c for choice 50's, and 8¾c choice 25's. They are considered good value at these figures. The decline was made necessary on account of falling off in export demand. New York State is a heavy exporter of evaporated apples, and when the British embargo was placed, it meant that large quantities came back on the market, with a fall in prices. The Canadian market declined in sympathy. It was expected that prices of evaporated apples would be 30 per cent. higher than they are to-day. Quotations on currants to the retail trade are: Filiatras, fresh cleaned, 13c; Amalias 1 lb. pkgs., 13c; uncleaned Filiatras are hard to procure.

Dried Fruits—		
Evaporated apples, choice, 50's	....	0 08½
Evaporated apples, choice, 25's	....	0 08¾
Pears, choice, 25's	....	0 12½
Apricots, choice, 25's	....	0 13½
Apricots, choice, 10's	....	0 14½
Peaches—		
Choice, 25-lb. boxes	....	0 07
Choice, 10-lb. boxes	....	0 08
Currants—		
Filiatras, fresh cleaned	....	0 13
1 lb. package Amalias	....	0 13
2 lb. package	....	0 26
Dates—		
Hallowee, loose, per lb.	....	0 09
Hallowee, 12-oz. pkgs.	....	0 08¼
Raisins, California—		
16 oz. fancy, seeded	....	0 10¼
16 oz. choice, seeded	....	0 09½
12 oz. fancy, seeded	....	0 08¼
12 oz. choice, seeded	....	0 07½
Raisins, Muscatels—		
3 crown, loose, 25's	....	0 08⅞
3 crown, loose, 50's	....	0 08⅝
Raisins, Sultanas—		
California, 50's, fancy bleached	....	0 16¾
California, 25's, fancy bleached	....	0 17
16-oz. pkgs.	....	0 17½
Raisins, Cal. Valencias—		
25-lb. boxes	....	0 09
50-lb. boxes	....	0 09⅞
Prunes—		
90 to 100, 25s	....	0 07¼
80 to 90, 25s	....	0 07¾
70 to 80, 25s	....	0 08⅜
60 to 70, 25s	....	0 09
50 to 60, 25s	....	0 09½
40 to 50, 25s	....	0 10⅜
Peels—		
Orange, lb.	....	0 18½
Lemon, lb.	....	0 18
Citron, lb.	....	0 21¾

RICE.—Conditions are same as have existed for some time. Rice, tapioca and sago are all firm on account of difficulty in securing freights at reasonable rates.

Rice and Tapioca—		
No. 1 Japan, per lb., 100-lb. bags	....	0 05½
No. 2 Japan, per lb., 100-lb. bags	....	0 04¾
Siam, per lb., 100-lb. bags	....	0 04¾
Patna, per lb., 100-lb. bag	....	0 06½
Carolina, per lb., 100-lb. sacks	....	
Sago, pearl, sacks, per lb.	....	0 07
Tapioca, pearl	....	0 08

SPICES.—Local jobbers raised their prices on peppers this week and quotations now on ground black in 10 lb. boxes are 27c, ditto white 31c.

Allspice, ground	0 11½	0 14½
Cassia, ground	....	0 22
Cream of tartar, 98% guaranteed	0 56	0 58
Cloves, whole	....	0 26
Cloves, ground	....	0 28
Ginger, Jamaica, ground	0 22½	0 23⅜
Nutmegs, ground	0 25	0 30
Pepper—		
Ground, black, 10-lb. boxes	....	0 27
Ground white, 10-lb. boxes	....	0 31
Whole, white	....	0 31½

COFFEE.—The market is firm and advancing all the time. It is stated that green coffee would cost the jobbers more to-day than they are selling at to the retailer. Indications are that we shall see higher prices on cheaper grades of Rio.

Coffee—		
Green, choice, No. 7 Rio	....	0 14
Green, choice, No. 5 Rio	....	0 15½
Green Santos	....	0 18½
Roasted Rio, in bulk, bbls.	0 18	0 20
Roasted Santos	0 23	0 25
Whole, black	....	0 23
Maracaibo	....	0 21¾
Chicory, lb., by bbl.	....	0 09½
Chicory, lb., 14-lb. tins	....	0 12¾

TEA.—Like all imported lines, tea is firm, and there is an advancing maket. Blue Ribbon tea was put up 1c per lb. to the retailer last week, prices to the consumer being unchanged. The new quotation on last seller is now 35c, 1 lb. pkgs., and 36c per lb. ½ lb. pkgs.

CANNED GOODS.—Prices of both fruit and vegetables are holding up, and still show an upward tendency. There is a good demand. Fair stocks of all lines are held in Winnipeg, but tomatoes are almost cleaned up in the East, according to reports. If Winnipeg jobbers bought to-day it would cost them 10c per case more than the jobbers are selling for; in other words, jobbers are selling at $2.45 per case, whereas it would cost them $2.54 to bring them in. Quotations on a few lines of canned goods are as follows: Peas, first quality standard, $2; peas, sweet wrinkled, $2.30-2.35; corn, $2; strawberries, $4.25. Strawberries are scarce, but they have been selling at this price in Winnipeg right along.

ALBERTA MARKETS (EDMONTON)

By Wire

Edmonton, May 18.—Local jobbers, closely in touch with Japan bean situation, report that all Kotenashi and Otenashi beans in Orient are cleaned up. Few small lots of California beans have arrived during past two weeks and prices are high. Condensed milk has advanced 15c per case. Rolled oats increased 20c bail. Several lines of package teas have advanced a cent per pound. Sugar is now nine thirty. Evaporated peaches show firm tendency, owing to fact of peach association in California, controlling eighty per cent. of the 1916 crop having bearing value.

Dairy butter is scarce and there is practically none on the market. Eggs are twenty-two cents dozen. Molasses are up to 77c gal. Rolled oats, bail are $3.00 and eighties $2.60. Rice is three ninety and sago ten cents. Potatoes fifty-five to sixty. Shelled walnuts are 38c and broken 28c. This is a decline. Lard, threes, is $10.35 case. Canned tomatoes are up to $3.10, and apples $1.95. Salmon, Sockeye, is now $9.65 and pinks $4.25. Currants are 13½c and evaporated apples 12c. Prunes are 7½c lb. for 90-100.

General—		
Beans, small white Japan, lb.	....	0 08
Flour, No. 1 patent, 98 s	3 40	3 55
Molasses, extra fancy, gal.	....	0 77
Rolled oats, bail	....	3 00
Rolled oats, 8os	....	2 60
Rice, Siam, cwt.	....	3 90
Potatoes, local, per bush.	0 55	0 60
Sago and tapioca, lb.	....	0 10
Sugar, pure cane, granulated, cw	....	9 30
Shelled walnuts, finest halves, lb.	....	0 38
Shelled walnuts, broken, lb.	....	0 28
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 19	0 22
Butter, creamery, lb.	....	0 35
Butter, No. 1, dairy, lb.	....	0 25
Lard, pure, 5s, per case	....	10 30
Bacon, smoked backs, per lb.	....	0 23½
Bacon, smoked bellies, per lb.	....	0 24
Lard, pure, 3s, per case	....	10 35
Eggs, new laid, per doz.	....	0 22
Canned Goods—		
Tomatoes, 3s, standard, case	....	3 10
Tomatoes, gals., case	....	2 25
Corn, 2s, standard, case	....	2 35
Peas, 2s, standard, case	....	2 45
Apples, gals., Ontario, case	....	1 95
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 60
Salmon, finest sockeye, talls, 48x1s, cs.	....	9 65
Salmon, pink, talls, 48x1s, per case	....	4 25
Lobster, ½s, per doz.	....	3 00
Dried Fruits—		
Currants, lb.	....	0 13½
Evaporated apples, 50s, per lb.	....	0 12
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 15
Pears, choice, 25s, per lb.	....	0 14
Prunes, 90-100	....	0 07½
Sultana raisins, Cal., extra fancy	....	0 15
Valencia raisins, Cal., lb.	....	0 10
Fruits and Vegetables—		
Apples, No. 1, box	2 00	2 25
Apples, cooing, box	1 75	2 00
Bananas, lb.	....	0 05
Grapefruit, Florida, case	4 75	5 00
Oranges, navels, case	3 75	4 25
Onions, B.C., ton	....	25 00
Lemons, case	4 50	5 00
Strawberries, 20 baskets, Cal.	....	3 50
Strawberries, Louisiana	....	3 35
Rhubarb, 40 lbs.	....	1 60

ALBERTA MARKETS (CALGARY)

By Wire

Calgary, May 18.—Arkansas strawberries, twenty-four quarts, are selling at $5.00, and California pints at $3.25. Rhubarb is now $1.00. Sugar took a small advance of five cents Tuesday. Rolled oats are up 20 cents. Certain sizes of matches are up ten to fifteen cents case. Condensed milk is up fifteen cents and certain brands of tea up a cent per pound. Bacon bellies are now quoted at 26c generally. This is an advance of 2c. New laid eggs have taken a sharp advance and are now $7.25. There is a much smaller quantity of eggs in storage now than year ago and prices are much higher.

General—		
Beans, small white Japan, lb.	....	0 08
Flour, No. 1 patent, 98's	3 40	3 55
Molasses, extra fancy, gal.	....	0 75
Rolled oats, bail	....	3 05
Rolled oats, 80s	....	3 05
Rice, Siam, cwt.	4 50	4 75
Potatoes, local, per bush.	0 60	0 75
Sago and tapioca, lb.	....	0 08
Sugar, pure cane, granulated, cwt.	....	9 25
Shelled walnuts, finest halves, lb.	....	0 49
Shelled walnuts, broken, lb.	....	0 30

Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 19	0 22
Butter, creamery, lb.	....	0 35
Butter, No 1, dairy, lb.	....	0 25
Lard, pure, 5s, per case	....	10 30
Bacon, smoked backs, per lb.	....	0 23½
Bacon, smoked bellies, per lb.	....	0 26
Lard, pure, 3s, per case	....	10 50
Eggs, new laid	....	7 25
Canned Goods—		
Tomatoes, 3s, standard, case	....	3 00
Corn, 2s, standard, case	....	2 35
Peas, 2s, standard, case	....	2 45
Tomatoes, gals., case	....	2 25
Apples, gals., Ontario, case	....	1 75
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Salmon, finest sockeye, tails, 48xls, cs.	....	10 00
Salmon, pink, tails, 48xls, per case	....	4 50
Lobster, ½s, per doz.	....	3 00
Dried Fruits—		
Currants, lb.	....	0 13
Evaporated apples, 50s, per lb.	0 11	0 11½
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 15
Pears, choice, 25s, per lb.	....	0 14
Prunes, 90-100	....	0 07
Sultana raisins, Cal., extra fancy	....	0 15
Valencia raisins, Cal., lb.	....	0 10
Fruits and Vegetables—		
Apples, No. 1, box	2 00	2 25
Apples, cooking, box	1 75	2 00
Bananas, lb.	....	0 05
Grapefruit, Florida, case	4 75	5 00
Oranges, navels, case	3 75	4 25
Onions, B.C., ton	....	25 00
Lemons, case	4 50	5 00
Strawberries, 20 baskets, Cal.	....	3 25
Strawberries, Arkansas, qts.	....	5 00
Rhubarb, 40 lbs.	....	1 50

SASKATCHEWAN MARKETS

By Wire

Regina, May 18.—Biscuits and many lines of confectionery are advancing. Sal soda advanced 18 cents per hundred lbs. Lard is higher. New prices are: 3's, $10.50; 5's, $10.45; 10's, $10.35 and 20's, $13.60. Lower prices on salmon are being quoted. Brooms are higher. Tapioca and sago are up to 10½c lb. Rio coffee is higher. Imported sardines are practically unobtainable. Canned meats have advanced from 15 to 20 per cent. Jams and marmalades are higher. Pineapples, Porto Rico are $5.50 case. Oranges are $3.75 to $4.50 and lemons $4.50. Alberta and B.C. potatoes are lower at 90c. Garlic is 20c lb. Florida tomatoes are easier at $4,75; cucumbers $2.35 dozen; rhubarb $1.50 and celery 9c lb.

Produce and Provisions—		
Butter, creamery, per lb.	....	0 33
Butter, dairy, No. 1	....	0 26
Cheese, per lb.	....	0 21¼
Eggs, new laid	....	0 23
Lard, 3's, per case	....	10 50
Lard, 5's, per case	....	10 45
Lard, 10's, per case	....	10 35
Lard, 20's, per case	....	13 50
General—		
Beans, Ontario white, per bush.	....	4 50
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	0 50	0 60
Cocoanut, lb.	....	0 23
Cornmeal, bail	....	2 80
Flour, 98's	....	3 35
Rolled oats, 40s	....	1 22
Rolled oats, 80's	....	2 40
Rice, per cwt.	....	4 35
Onions, B.C., 100 lbs.	....	3 00
Sugar, standard gran., per cwt.	....	9 19
Sugar, yellow, per cwt.	....	8 29
Tapioca and sago, lb.	....	0 10½
Walnuts, shelled, 47-49c: almonds	....	0 45 0 47
Canned Goods—		
Apples, gals., case	....	1 80
Beans	....	2 25
Corn, standard,, per 2 dozen	....	2 23
Peas, standard, per 2 dozen	....	2 40
Plums, Lombard	....	2 10
Peaches	....	3 10
Raspberries, $4.33; Strawberries	....	4 73
Tomatoes, standard, per case	....	2 60
Salmon—		
Sockeye, 1's, 4 dozen case	....	9 55
Sockeye, ½'s	....	12 35
Cohoes, 1's	....	6 00
Humpbacks, 1's	....	4 50
Fruits and Vegetables—		
Apples, Washington, bbl.	1 75	2 25
Celery	....	0 06½
Grapefruit, case	4 00	4 50
Lemons	....	4 50
Navels	4 00	4 75
Oranges, case	3 75	4 50
Pineapples, Porto Rico, case	....	5 50
Potatoes, bushel, B.C. and Alberta	....	0 90
Rhubarb	....	2 00
Tomatoes, Florida, 6-basket crate	....	4 75
Strawberries, crate	....	5 00
Dried Fruits—		
Apricots, per lb.	....	0 12
Citron peel, lb.	....	0 24
Lemon peel, lb.	....	0 17
Orange peel, lb.	....	0 17½

NEW BRUNSWICK MARKET

By Wire

St. John, May 18.—Trade conditions generally are satisfactory. Market changes this week continue to reflect upward tendency. Beef (corned) is now $2.90 to $3.00. American pork is $31 to $32.50. Manitoba flour has advanced to $7.50 per bbl. Paris lumps show only change in sugar situation now $9.25 to $9.50. Pork and beans are firmer at $3.20 to $3.40.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	2 90	3 00
Pork, American clear, per bbl.	31 00	32 50
Butter, dairy, per lb.	0 27	0 30
Butter, creamery, per lb.	0 32	0 34
Eggs, new laid, per doz.	0 22	0 23
Lard, pure, lb.	....	0 18
Lard, compound, per lb.	0 14	0 14¼
Cheese	0 19½	0 20½
Flour and Cereals—		
Cornmeal, gran.	....	6 35
Cornmeal, ordinary	....	1 90
Flour, Manitoba, per bbl.	....	7 55
Flour, Ontario	....	7 05
Flour, buckwheat, western, 98-lb. bag	....	3 50
Rolled oats, per bbl.	....	6 25
Fresh Fruits and Vegetables—		
Apples, bbl.	4 00	6 00
Lemons, Messina, box	3 50	4 00
Lemons, Cal., box	5 00	6 00
Oranges, Cal., case	4 00	4 50
Oranges, Florida, case	3 25	4 50
Potatoes, bbls.	....	3 50
Sugar—		
Standard granulated	8 25	8 30
United Empire	8 15	8 20
Bright yellow	8 05	8 10
No. 1 yellow	7 85	7 90
Paris lumps	9 25	9 30
Beans, white, per bush.	4 00	4 50
Canned pork and beans, per case	3 00	3 40
Molasses, Barbadoes, gal.	0 60	0 65
Cream of tartar, per lb., bulk	0 51	0 53
Currants	0 12½	0 13½
Pork and beans, case	3 20	3 40
Rice, per cwt.	5 75	6 00

LEVER BROS. CONTEST WINNERS

Winners in the Lever Bros. window dressing contest are announced this week. The competition was divided into six divisions, namely, Montreal, Ottawa, Belleville, Toronto, Hamilton and London. The judges were J. J. Gibbons (president of the J. J. Gibbons Advertising Agency), W. J. Bryans (Retail Grocer), and B. T. Huston (Canadian Grocer), the judging being done strictly by numbered photograph, so that names of contestants were unknown until the winners had been chosen.

Following were the Grand Prize winners in each division, except Montreal, which will be announced later:

Grand First Prize, $35 in cash—W. T. Ackland, 250 Bank Street, Ottawa, Ont.

Grand Second Prize, $20 in cash—Bryson, Graham (grocery department), Ottawa.

Grand Third Prize, $10 in cash—Wilson & Greenwood, Sudbury, Ont.

Grand First Prize, $35 in cash—W. O. Webster, Trenton, Ont.

Grand Second Prize, $20 in cash—Geo. Puckett, Oshawa, Ont.

Grand Third Prize, $10 in cash—Clair Barnett, Tweed, Ont.

Grand First Prize, $35 in cash—J. Wilson, 151 Brock Avenue, Toronto.

Grand Second Prize, $20 in cash—E. Monk, Simcoe Street, Toronto.

Grand Third Prize, $10 in cash—Haffey & Co., 459 Bloor Street W., Toronto.

Grand First Prize, $35 in cash—Pebbles, Hobson & Co., Hamilton.

Grand Second Prize, $20 in cash—D. M. Brown, Herkimer and Caroline Streets, Hamilton.

Grand Third Prize, $10 in cash—W. Hilton, 41 Quebec Street, Guelph.

Grand First Prize, $35 in cash—Wm. McDougall, Ingersoll, Ont.

Grand Second Prize, $20 in cash—W. J. Hogarth, Ingersoll, Ont.

Grand Third Prize, $10 in cash—J. McCorvie & Son, 142 King Street, Chatham.

Winners of the various $5 prizes were as follows:

Ottawa Division—Noel Clarke, 295 Bronson Avenue, Ottawa; F. W. Robertson, Almonte, Ont.; A. S. Moreland, Bank and Havre Streets, Ottawa.

Belleville Division—A. J. McCrodan, 295 Front Street, Belleville; Ed. A. Kellaway, 20 W. Bridge Street, Belleville; J. F. Holloway, Lindsay, Ont.; J. Wilson, c/o A. E. O'Connor, Kingston; Piper & Young, Oshawa, Ont.

Toronto Division—Geo. T. Apperley, 2020 Queen Street E.; A. J. Butcher, 142 Sackville Street; P. Bone, 195 Avenue Road; W. Black, 1960 Queen Street E.; W. F. Hopkins, Islington, Ont.

Hamilton Division—J. Knox, Ray and Peter Streets; A. Norrington, Streetsville, Ont.; S. B. Hamilton, 154 Sandford Avenue, N. Hamilton; C. A. Pothier, c/o M. Cummings, Barton and James Streets, Hamilton; J. P. Robertson, Grimsby, Ont.

London Division—J. A. Armond, Owen Sound, Ont.; W. E. Palmer, Sarnia, Ont.; L. Jackson, 1006 Dundas Street, London; D. N. Duncan, Owen Sound, Ont.; R. W. Jones, 46-48 Blackfriars Street, London.

PAINT CASE TO BE TAKEN INTO COURT

At a meeting on Monday night, the Toronto branch of the Retail Merchants' Association decided to carry to the courts the case of the T. Eaton Co. in regard to selling of paint at 33c per quart. The analysis of this paint was gone into fully in a recent issue of Canadian Grocer, and readers are familiar with the details. It will be interesting to follow the results.

TO INTERVIEW EGG EXPORTERS

H. W. Horrocks, of Geo. Little, Manchester, Eng., is at present on a visit to Canada with the object of interviewing exporters of eggs and other products.



FRUIT AND VEGETABLES



New Potatoes Lower: Radishes a Drug

Prices for Radishes a Matter of a Man's Conscience—Larger Stocks of All Fruits and Vegetables Send Prices Down Generally—Tomatoes, Parsley and Lettuce Decline —Fresh Cherries Down

MONTREAL

FRUIT.—Market is quiet, steady and unchanged in ruling factors and with few price changes to record. An inactive demand that has been added to by a backward season and continued cool weather is chief feature of market. Ben Davis apples are up 50c and No. 1's are now $4.50 and 2's $3.75, as a result of low state of spot stocks which generally tend to stronger market at this time of year. Spys remain in best demand and Baldwins the only other variety in market in any quantity. Bananas advanced during week but went back to former level. Quart strawberries are easier and are now 18c to 20c each.

Limes are unchanged and with demand restricted by cool weather.

Apples—		
Spies	....	7 00
Ben Davis, No. 1	....	4 50
Ben Davis, No. 2	....	3 75
Baldwins	4 00	4 25
Bananas, bunches	2 00	2 25
Cranberries, Cape Cod, hbl.	12 00	12 66
Grapefruit, 46-54-64-80-96	3 50	4 00
Lemons—		
California	....	2 75
Verdellis	....	2 75
Messina, 360 size, box	2 50	3 00
Oranges—		
Navels	....	4 00
Jamaica, 196-200-216	....	2 50
Porto Rico, 126-150-250-288	....	2 50
Pineapples, 18-24 and 30-36	2 75	3 25
Strawberries, Carolina, box	0 18	0 22
Strawberries, Louisiana	0 10	0 13
Limes, per box	....	1 50

VEGETABLES.—Usual number of price changes have occurred during week but general factors ruling market remain unchanged with a backward season and cold weather chief cause of quiet condition of market. Green beans have declined slightly to $4.50 per basket, owing to larger supplies coming forward. New cabbage is up from $4.50 to $4.75 a dozen and old stocks have made a sharp advance in sympathy and are now selling at $3 a dozen owing to the increased demand that has sprung up for them. Boston head lettuce has declined and is now selling at $3 a box and the first Mtl. head lettuce at the same price. The first car of Texas Bermuda onions is on the market at $2.25 per crate and the first car of Egyptian onions is arriving and is quoted at $5 a 100 lb. bag. Fancy Boston cucumbers have declined and are now selling at from $1.50 to $1.75 per doz., owing to arrival of cucumbers at lower prices in baskets. New potatoes have declined and are $9.50 per barrel, but old stocks have remained firm and unchanged in price and continue to dominate market. Rhubarb is very plentiful and is down to 75c per doz. bunches. Tomatoes are up 50c and selling at $3.75 to $4.25 a crate. They are scarce and firmness rules as crop reports from coast points are unfavorable.

Artichokes, bag	....	1 50
Beets, bag	....	1 50
Beets, new, per doz. bchs.	....	1 25
Beans, wax, N.Y., per basket	....	4 00
Beans, green, N.Y., per basket	....	4 50
Cabbage, Montreal, per bbl.	....	2 25
Cabbage, red, doz.	....	3 00
Cabbage, new	4 50	4 75
Carrots, bag	0 50	0 75
Carrots, new, per doz. bchs.	....	0 75
Cauliflower, crate, single, doz. bchs.	....	3 50
Cauliflower, 18 to hamper	1 00	1 50
Celery, Florida	....	2 25
Cucumbers, fancy, Boston, doz.	1 50	1 75
Cucumbers, per basket	....	5 00
Egg plant, N.Y., doz.	....	1 75
Endive Can., per lb.	....	0 25
Garlic	....	0 30
Horse radish, per lb.	....	0 15
Leeks, bunch	....	0 30
Head lettuce, Boston, box	....	3 00
Head lettuce, Montreal, per 2 doz. box	....	3 00
Curly lettuce, box, 4 doz.	....	3 00
Mint, doz.	....	0 60
Mushrooms, 4-lb. basket	2 00	2 50
Oyster plant, doz.	....	0 50
Onions—		
Montreal, 100 lbs., bag	....	4 00
Spanish, crate	....	6 50
Silver, per 50 lb. crate	....	3 00
Red, per 100 lb. sack	....	4 00
Texas Bermuda, per crate	....	2 25
Parsnip, bag	....	1 00
Parsley, Bermuda	....	0 75
Parsley, Montreal, per doz.	....	0 40
Potatoes—		
New, per bbl.	....	9 50
Montreal, Red, 80 lbs., bag	....	1 75
New Brunswick, 80 lbs., bag	....	2 00
Green Mt.	....	2 00
Sweet, hamper	1 75	2 00
Radishes, per doz.	....	0 40
Rhubarb, per doz.	....	0 75
Spinach, New York, bbl.	....	3 00
Shalots, Mtl., per doz. bchs.	....	0 60
Turnips, bag	....	1 00
Turnips, bag, Quebec	....	1 25
Tomatoes, hothouse, lb.	3 25	3 75
Tomatoes, Florida, 6 basket crate	3 75	4 25
Watercress, Boston, hothouse, doz.	....	0 75
Watercress, Canadian, doz.	....	0 30

TORONTO

FRUIT.—Apples are cleaning up a good deal, and such as remain are firm, and in some cases higher. Ben Davis are up to $3.50, for instance. California cherries are now arriving more freely, and $3—$3.25 is now quoted. Bananas have stiffened again, upon state of meagre supplies recurring and quotation is as high as $2.75. Cuban grapefruit sells freely at $3.50: Florida stuff, of very fine quality, is rather higher. Just now Cuban is getting a lot of trade. Oranges have firmed up all-round. Trade is buying heavily and both navels and late Valencias are higher, at $4.25 and $4 respectively. Strawberries are worth 14-18c. These are chiefly Carolinas. Louisiana stuff sells a little under that. Pineapples, though in good demand, are now more plentiful and we quote $3.50 to $3.75. Trade is good for all lines. Market undertone is easy. More stocks are coming as weather further opens and prices are grading down accordingly.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	6 00
Apples, Spies, bbl.	4 00	6 00
Apples, Ben Davis, hbl.	3 00	3 50
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 00	2 75
Cherries, Cal., box	3 25	3 50
Dates, lb. box	....	0 08
Grapefruit—		
Cuban, case	3 50	3 76
Florida, case	4 00	4 50
Oranges—		
Navels	3 75	4 25
Mediterranean sweets	3 50	3 75
Late Valencias, case	3 75	4 00
Lemons, new, California, box	3 00	3 50
Lemons, new, Messina, box	2 75	3 00
Limes, per 100	....	1 50
Pineapples, Porto Rico	3 50	3 75
Strawberries, North Carolina	0 14	0

VEGETABLES.—Radishes are a drug on the market. Loads are coming: more than the trade can take care of. Price is more a matter of a man's conscience than anything else. Quotation is 20c, but less or more may be asked, and gotten. Head lettuce is coming down in price, and $4 is asked, with $3.75 as a lower possibility. Bermuda onions are down slightly to $2.25. A couple of cars came in and stocks are fuller than last week. Parsley is lower, and is worth about a dollar a dozen. This is down 25 cents from last week. Hothouse cucumbers are more plentiful than last week, though price at writing is not reduced at all. They are still on the scarce side, compared with demand. Tomatoes are coming down in price as stocks become heavier. Potatoes remain easy at last week's lower levels, and it is thought they may be lower yet. Rhubarb is worth about 65 cents a dozen. Rest of list shows no quotable change, but the tone is generally easier and lower. Same

(Continued on page 41.)



FISH AND OYSTERS



Declines in Many Fish Prices

Scarcity of Eastern But Plethora of Western—Gaspe Salmon at High Levels—Whitefish, Halibut and Haddock Lower—Lake Fish Still Somewhat Slow

MONTREAL

FISH.—Market is unchanged, and quiet with normal amount of trade passing for this time of year and slight improvement in some lines although supplies in general are not coming forward very freely. High price of meat continues to be ruling factor in maintenance of demand. Fresh fish such as western halibut are more plentiful, although eastern fish of all kinds are inclined to be scarce. Haddock is hard to get but a few Gaspe salmon have been available for the last few days at prohibitive prices and some good British Columbia salmon has been arriving more freely lately and sold at comparatively low prices. Lake fish are coming forward more freely and fairly good sized shipments of lake trout and white fish have changed hands at very good prices. Trout is coming forward in normal quantities but continued cold weather is curtailing supplies somewhat. Lobsters have dropped to what is said to be bottom level of prices and a firmer feeling rules for the future in this line. Smoked, cured and pickled lines and bulk and shell oysters are quiet with inactive demand. Weakness occurs in advices from St. Johns, owing to Portugese Government fixing of maximum price which is expected to affect a large export trade from this country and possibly react on other lines.

TORONTO

FISH AND OYSTERS.—There is a noticeable gain in business done this last week in all lines of fish. Dealers put it down very largely to prevailing high levels of butcher's meat and also to the fact that all cooked meats are higher than usual. Public is certainly buying more fish. Hotel and restaurant trade also increases larger orders as well as more frequent being placed.

Stocks of fresh fish are now normal for the time of the year. Supplies of halibut are particularly large, and price has dropped from 15 to 13 cents. Here and there 14c is charged, but 13c is average price. Lake fish is slow in coming in. Lake Erie sends nice quality whitefish down, but in small quantities, considering that this is the middle of May. It is worth 27 cents, which is a decrease of about 3 cents from recent levels. Haddock is more abundant. There is a big demand for it, however, and price of 7c is quite firm. Bad fishing weather continues in Canadian grounds, and supplies are being supplemented by United States products. Some trout is arriving, but deliveries are slow for time of year. There is more interest displayed in lobster as price shows decrease. Quotation is now 40 to 45c.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.09	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.09	.10½
Haddies, fillets, per lb.	.11	.10
Herring, Ciscoes, baskets	1.25	1.50
St. John bloaters, 100 in box	1.20	1.25
St. John bloaters, per box of 60	1.00	1.00
Smoked herrings, medium, box	.15	.15
Smoked herrings, medium, box	.16	.15
Smoked boneless herrings, 1-0-lb. box	1.40	1.40
Kippered herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.16	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

Salmon—	Montreal	Toronto
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.11	.11
Red Cohoes, dressed, lb.	.12	.11
Pale qualla, dressed, per lb.	.10	.11
Halibut, white western, large and medium, per lb.	.11	.13
Halibut, eastern, chicken, per lb.	.12	.12
Mackerel, bloater, per lb.	.09-.10	.10
Haddock, medium and large, lb.	.06	.10
Market codfish, per lb.	.06	.08
Steak codfish, per lb.	.07	.10
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-.16	.18
Smelts	.11	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.50	3.25
Round pike	.07½	....
Grass pike, dressed	.07	....

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 50
Dried hake, medium and large, 100 lbs.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case.	6 50	3 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20 lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20 lb. boxes	0 10	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	0 15	0 15
Boneless codfish, in 2-lb. and 3-lb. boxes	1 80	1 80
	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal.	1 50	2 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	2 00	....
Best scollops, imp. gallon	2 25	3 50
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 00	....
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best, select, quart cans, each	0 50	0 75
Rockaways, 100	....	1 50
Blue points, small	....	1 00
Blue points, large	....	1 50

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per bbl.	12 00	....
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	7 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, bbl.	0 33	0 40
Little necks, per 100	1 25	1 50

FRESH SEA FISH

	Montreal	Toronto
Halibut	12 —13	13
Haddock, fancy, express, lb.	06 —06½	7
Mackerel, medium, each	22	.....
Steak, cod, fancy, express, lb.	8	8
Herrings, each	2	2
Flounders	6	12
Flounders, New York	9	14
Salmon, Western	22 —23	..

FRESH LAKE FISH

Carp, lb.	0 08	....
Pike, lb.	0 09	0 07
Perch	0 05	0 07
Suckers, lb.	0 06	0 10
Suckers, lb.	0 06	0 08
Whitefish, lb.	0 13	0 15
Lake Erie whitefish	....	0 27
Herrings, each	0 02	0 02
Gaspereaux, each	0 02½	0 03
Lake trout	0 12	0 14
Eels, lb.	0 10	0 08
Dore	12-13	0 13

FROZE LAKE AND RIVER

Whitefish, large, per lb.	.09-.09½	.09-.10
Whitefish, small tulibees	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress or round, lb.	.08½-.09	.09-.13
Pike, dressed and headless, lb.	.07-.07½	.07
Pike, round, per lb.	.06½-.07	.06 .07

WINNIPEG

FISH AND POULTRY.—Fish is more plentiful than it has been for a long time, and there were two important declines in fresh fish, viz., fresh salmon, now 18c, and fresh halibut, 12c. Both these lines are arriving more freely. Fresh Lake Superior trout is coming in at 12c. Haddies, which have been scarce, are still bringing 12c. Poultry, both live and dressed, continues to be scarce, and high quotations are current.

Fish—		
Frozen salmon	....	0 11
Fresh salmon	....	0 18
Frozen halibut	0 08½	0 09
Fresh halibut	....	0 12
Pickerel	....	0 07½
Steak cod, per lb.	....	0 08
Lake Winnipeg whitefish	....	0 09
Fresh finnan haddie	0 11	0 12
Kippers, per box	....	2 00
Fresh lake trout, per lb.	....	0 12
Bloaters, per box	....	2 00
Salt mackerel, 20-lb. kit	....	3 00
Smoked gold-eyes, doz.	....	0 50
Oysters, per gal.	....	2 50
Oysters on shell, doz.	....	0 25
Poultry, Live—		
Fowl	....	0 15
Roosters	....	0 11½
Chickens	....	0 15
Turkeys	....	0 19
Ducks	....	0 13
Ducklings	....	0 14
Geese	....	0 12
Poultry, Dressed—		
Ducks, No. 1	....	0 24
Fowl, No. 1	....	0 24
Turkeys, No. 1	....	0 33
Geese, No. 1	....	0 25



FLOUR AND CEREALS



Flour and Rolled Oats Higher

Manitobas Up 20c, Though This is Unusual For Time of Year—Export Demand and World Condition the Reason—Oats Very Firm: Tending Upwards—Barley Being Bought By Military Authorities

MONTREAL

FLOUR.—Spring wheat flour has advanced 20c a barrel and first patents are now $6.80 and others in proportion following recently developed strength on wheat market. Advance of prices has stimulated buying for local and country consumption and export trade continues good with some millers sold up well ahead and mills previously closed are now starting up again. Stocks all over are reported low.

Winter wheat is steadier in sympathy with spring lines and an advance of 10c has been noted in some quarters, but is far from general. Stocks are heavy for this time of year. Orders are coming in more frequently from down river points more particularly since recent advance which has stimulated buying in both spring and winter lines.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	6 80
Second patents	6 30
Strong bakers	6 10
Winter Wheat Flour—	**Car lots** / **Small lots**
Fancy patents	5 85 / 6 10
90 per cent. in wood	5 60 / 5 80
90 per cent. in bags	2 70 / 2 75

CEREALS.—Rolled oats have firmed up 20c in all lines but new prices are not strictly adhered to. Advance occurred following that in raw oats market and demand continues to be inactive in keeping with season of year. Firmness rules undertone on basis of continued disparity between raw and rolled oats prices. The former are now 47⅝ an advance of 4c or a difference of 40c in rolled oats. Export business continues to be chief factor of market. Prices continue to be erratic in corn meal.

Cornmeal—	Per 98-lb. sack
Gold dust	2 35 / 2 75
Rolled Oats—	**90's in jute.**
Small lots	2 75
25 bags or more	2 60
Packages, case	3 90 / 4 00
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90's, in jute.	
Rolled Wheat—	100-lb. / bbls.
Hominy, per 98-lb. sack	4 00
Hominy, per 98-lb sack	2 75
Corn flour, bag	2 50
Rye flour, bag	2 65 / 2 80
Barley, pot	3 00
Barley, pearl, lb.	0 04½

FEEDS.—Market remains firm and unchanged in price with a demand stimulated by advances in flour market. Firmness is well maintained particularly in shorts. Owing to approach of end of season stocks are being cleared out as rapidly as possible while conditions are favorable.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chop, ton	32 00
Crushed oats, ton	34 00
Oats, chop, ton	34 00
Barley, chop, ton	32 00
Feed oats, Manitoba, bush.	0 57
Feed wheat, bag	1 99

TORONTO

FLOUR.—Manitoba flour is up 20c this week, and first patents are worth $6.70. This will probably be a surprise to the trade. This season of the year is not usually one when advances take place. No doubt the fact that No. 1 Northern, track bay ports is up a couple of cents from last week to $1.28 has something to do with it. The wheat market shows signs of firmness, and of course flour follows suit, in addition to having considerable strength on its own account. It is interesting to observe that flour is a dollar or more below last year's level at this time. Last year's good crop, of course, has been largely responsible for low levels being maintained even thus far. Export orders, however, are now coming thick and fast. Domestic demand has brisked up some too. There is, indeed, a stronger feeling all round.

Readers are directed to the long article on another page on the future of flour prices.

Manitoba Wheat Flour—	Small lots. per bbl.	Car lots. of 2 bags
First patents	6 90	6 70
Second patents	6 40	6 20
Strong bakers	6 20	5 80
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	4 55	4 45

CEREALS.—There are many minor changes in prices recorded this week. Barley is particularly important. Military requirements are demanding both pearl and pot, and some strength is derived from that direction. Domestic demand is fair to middling. Rolled oats are higher again on active demand coupled with bare stocks. We quote $2.65. Whole wheat flour, sympathetic alike to wheat and flour, is up to $3, and strong at that. Split peas are finding some demand. We quote $4.85. Wheatlets are easier at $3.30.

Barley, pearl, 98 lbs.	4 20	4 40
Buckwheat grits, 98 lbs.		4 60
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.		2 60
Graham flour, 98 lbs.		2 75
Hominy, granulated, 98 lbs.		3 00
Hominy, pearl, 98 lbs.		3 00
Oatmeal, standard, 98 lbs.		2 76
Oatmeal, granulated, 98 lbs.		2 76
Peas, Canadian, boiling, bush.		3 60
Peas, split, 98 lbs.		4 85
Rolled oats, 90-lb. bags		2 65
Rolled wheat, 100-lb. bags		3 25
Rye flour, 98 lbs.		2 80
Whole wheat flour, 98 lbs.		3 00
Wheatlets, 98 lbs.		3 30

FEEDS.—There is no quotable change in feeds, though all values are well supported. There is a good firm demand for all lines, noticeably shorts and middlings. Farmers are feeding more and more stock: it is profitable with hogs quoted as high as they are at present. Ontario oats remain very firm and active. They show no sign of easing at all, and we quote 45c to 46½c.

Mill Feeds—	Mixed cars per ton
Bran	24 00
Shorts	26 00
Special, middlings	26 00 / 27 00
Feed flour, per bag	1 60 / 1 70
Oats—	
No. 3, Ontario, outside points	0 45 / 0 46½

WINNIPEG

FLOUR AND CEREALS.—Domestic business still quiet largely owing to fact that farmers are busy seeding, and that practically no business going on in country towns. Export business is quiet owing to lack of bottoms. British Government orders which were placed with mills are moving forward slowly, as the Government is unable to provide bottoms for their movement. Wheat market is fairly firm, and during the week fluctuated between $1.18 and $1.20. A feature of the market is an advance in rolled oats, which have jumped to $2.25-2.30. This was caused by an advance in the oat market, which is strong, and has every indication of going higher for good milling oats. Quotations on packages are unchanged. The feed market is strong, and all mills are pretty well sold ahead, the biggest demand being for bran and shorts, both East and West. The tendency of the corn market is upward, and there has been a slight ad-

(Continued on page 42.)



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TORONTO CANADA

If interested, tear out this page and keep with letters to be answered.



PRODUCE AND PROVISIONS



Meats Higher: Butter Steady: Eggs Firm

Firmness in Hogs Again With Strengthening Effect on Products—Lard Up ½ to a Full Cent —Cheese Firm and Likely to Advance—Demand for Live Poultry

MONTREAL

PROVISIONS.—Lard has advanced ½c and firmness noted for last few weeks is still well maintained; 350 lb. tierces are now selling at 17c and other sizes in proportion. Supplies are scarce and demand good. Prices continue to be well maintained for hogs. Live stock is selling at 12¼c and dressed abattoir killed at 16¾c. A fair trade is passing in both. Boiled hams are scarce and higher and are now 34c. All smoked and cured lines are fairly active for local and country account in addition to export trade and firmness rules in undertone of market in all lines.

Hams—		
Small, per lb.		0 22
Medium, per lb.	0 20	0 21½
Large, per lb.		0 20
Backs—		
Plain, bone in		0 24
Boneless		0 29
Peameal		0 29
Bacon—		
Breakfast, per lb.		0 26
Roll		0 18
Shoulders, bone in		0 16
Shoulders, boneless		0 17
Cooked Meats—		
Hams, boiled, per lb.		0 34
Hams, roast, per lb.		0 35
Shoulders, boiled	0 26	0 27
Shoulders, roasted		0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.		0 15½
Long clear bacon, 80-100 lbs.		0 14½
Flanks, bone in, not smoked		0 15½
Barrelled Pork—		Per bbl.
Heavy short cut mess		30 00
Heavy short cut clear		27 50
Clear fat backs		33 00
Clear pork		33 00
Lard, Pure—		
Tierces, 350 lbs., net		0 17
Tubs, 50 lbs. net		0 17¼
Tins, 50 lbs. net		0 17¼
Pails, wood, 20 lbs. net		0 17½
Pails, tin, 20 lbs., gross		0 17
Cases, 10 lbs. tins, 60 in case		0 17¾
Cases, 3 and 5-lb. tins, 60 in case		0 18¾
Bricks, 1 lb. each		0 19¼
Lard, Compound—		
Tierces, 375 lbs. net		0 14¾
Tubs, 50 lbs. net		0 15
Tins, 50 lbs. net		0 15
Pails, wood, 20 lbs., net		0 15¼
Pails, tin, 20 lbs. net		0 15½
Cases, 10-lb. tins, 60 in case		0 16¼
Cases, 3 and 5-lb. tins, 60 in case		0 16
Bricks, 1 lb. each		0 17
Hogs—		
Dressed, abattoir killed		0 16¾

BUTTER. — Market remains unchanged in price locally although slight firmness is reported from country points. Development of western demand kept down easy feeling that occurred in early part of last week and five cars have been shipped to Vancouver since May 1st. At Cowansville sales were made at 28¾c, and Quebec co-operative sales at 28c to 28⅞c, and St. Hyacinthe prices advanced from ¾c to Cowansville level. Production is increasing and receipts for last week amounted to 7,694 packages as against 6,293 for the week previous, but with a decrease in amounts received as compared to same period for last year

Butter—		
Finest creamery, September make		0 25
Finest creamery, fresh made		0 30
Dairy prints		0 27
Dairy, solids		0 26
Separator prints		0 27
Bakers		0 24

EGGS.—Supplies are coming forward freely but prices are unchanged owing to good demand from packers for export purposes later on. Market in country is steady with general trade to stores a shade higher than last week with 22c as present top price. Storing is general throughout country so there is no surplus in market. Receipts for week were 24,047 against 21,103 for the previous week.

Eggs, case lots—		
New laid, stamped		0 25

CHEESE.—Recent firmness has culminated in advance so that 1916 make is offered at from 20 to 21c, and 1915 at 21c to 22c, and Stilton at 24c and a very firm feeling continues to rule owing to shortage in all markets as no surplus is expected here until June as export trade will continue to absorb arrivals which show a decrease of over 10,000 boxes since May 1st as compared with same period last year. Although receipts for last week were double that of week before. Local demand for stocks also continues good. Cable advances for finest Canadian white and colored cheese have advanced 1 shilling making it 110 shillings per cwt., the highest recorded price in Liverpool.

Cheese—		
1915 make	0 21	0 22
Stilton		0 24
1916 make	0 20	0 21

POULTRY.—Market for live large fowls shows firmness and they are now offered at from 23c to 24c owing to curtailment of supplies coming forward as very few live fowls of any kind are arriving. Frozen stocks are rapidly being cleaned up on market, and frozen fowls have entirely disappeared so that fresh stocks will soon be only source of supply. There is a good call for all lines which with the lack of supplies continue to make a general firmness in market.

Poultry—		
Frozen Stock—		
Turkeys	0 29	0 30
Fowl, large	0 20	0 21
Fowl, small	0 23	0 24
Ducks		0 28
Geese	0 17	0 18
Roasting chicken, milkfed, 4 lbs. or over	0 23	0 27
Roasting chicken, ordinary	0 18	0 22
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair		0 40
Squabs, Philadelphia, pair		0 70
Pigeons, pair	0 25	0 30
Live Stock—		
Fowl, 5 lbs. and over	0 22	0 23
Fowl, small	0 18	0 21
Turkeys	0 22	0 28
Ducks	0 30	0 32
Geese	0 16	0 18
Chicken	0 15	0 18

HONEY.—Market is quiet, steady and unchanged with firmness fully maintained although demand is again normal and stocks ample for requirements.

Honey—	
Buckwheat, tins	0 09½
Strained clover, 60-lb. tins	0 12
Strained clover, in 10-lb. tins	0 12½
Strained clover, in 5-lb tins	0 12½
Comb honey, white clover, per section	0 16
Comb honey, buckwheat, per section	0 13

MAPLE SYRUP.—Prices remain unchanged with no increase of supplies coming forward from country. Firmness rules and feeling locally has been strengthened by presence of U.S. buyers on market owing to shortage of Vermont crops.

Maple Sugar—		
In blocks, bright, per lb.	0 14	0 15
In blocks, dark, per lb.	0 10	0 12
In tubs, per lb.	0 09	0 10
Maple Syrup—		
In 8½ lb. tins, each	0 80	0 85
In 13¾ lb. tins, each	1 40	1 50

TORONTO

PROVISIONS.—Last week's slight easing in the hog market was a temporary condition only, apparently. Hogs are quite firm again, and, if anything, are tending upwards. All bacons, hams, cooked and dry salt meats are higher, variously half a cent to a cent. Readers will please note that if anything prices following are a trifle high. There is some discrepancy among different houses and the low quotation in cases following is often the most common, though the higher is charged in some quarters. All pure lard prices are up a full cent.

Hams—		
Light, per lb.	0 24	0 25
Medium, per lb.	0 23	0 24
Large, per lb.	0 21	0 22
Backs—		
Bacon—		
Plain	0 27	0 28
Boneless, per lb.	0 28	0 29
Pea meal, per lb.	0 28	0 29

Bacon—		
Breakfast, per lb.	0 26	0 29
Roll, per lb.	0 20	0 21
Shoulders, per lb.	0 20	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 16	0 17
Cooked Meats—		
Hams, boiled, per lb.	0 33	0 34
Hams, roast, per lb.	0 33	0 34
Shoulders, boiled, per lb.	28	0 29
Shoulders, roast, per lb.	0 28	0 29
Barrelled Pork—		
Heavy mess pork, per bbl.	30 00	31 00
Short cut, per bbl.	32 00	35 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17¼
Tubs, 60 lbs.	0 17¼	0 17½
Pails	0 17¾	0 18
Bricks, 1 lb., per lb.	0 18¾	0 19
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 14	0 14¼
Tubs, 50 lbs., per lb.	0 14¼	0 14½
Pails, 20 lbs., per lb.	0 14½	0 14¾
Bricks, 1 lb., per lb.	0 15½	0 15¾
Hogs—		
Live	12 00	12 50
Dressed, abattoir killed	15 50	16 00

BUTTER.—Creamery is steady, with no fluctuation either one way or the other. Make continues good, and demand keeps on absorbing it. Price in country is about 27c. Dairy butter is now accumulating, but quality is not good enough for storing, so that demand is the normal trade one only. Make of dairy should keep on increasing from now on for a while; cows go out usually after the 10th of May or thereabouts. No other new feature presents itself, and prices remain steady but quotably unchanged.

Creamery prints, lb.	0 29	0 31
Creamery, solids	0 28	0 29
Dairy prints, choice, lb.	0 25	0 27
Dairy prints, lb.	0 24	0 26
Bakers	0 22	0 24

CHEESE.—"Very firm" sums up the cheese market. Export needs continues to grow and enquiries turn into orders in almost every case. Opening of navigation spurred the market up considerably. Domestic demand rules heavy, and cheese boards are unusually firm at 19½ to ¾c. Prices to the trade are therefore on a firm basis, and liable to advance.

Cheese—		
New, large, per lb.		0 19¾
New, twins, per lb.		0 20
June and Sept., large, per lb.		0 20¾
June and Sept., twins, per lb.		0 21
June and Sept., triplets, per lb.	0 21	0 21¼

EGGS.—There is a markedly stronger feeling in this market. Delivery has slacked somewhat, and in any event, for the season has not been up to last year, by a long margin. As was contended last week, it looks as if we shall have high-priced eggs later on this year. Storage is being conducted at what are undoubtedly high levels.

Prices just now are prone to advance. There are only about a couple more weeks of good eggs, because the weather will then likely be hot. This fact causes a big storage demand right now, and prices are up a cent this week.

Eggs—		
New laids, specials in cartons	0 25	0 26
New laids, ex cartons	0 24	0 25

POULTRY.—There are several notable changes in price. Spring broilers—which must be 1½ lbs. or over — are worth 45 to 50c live, and dressed, 10c higher. There is a good demand, though deliveries are fairly heavy. Old fowl, both live and dressed are lower. Hens are beginning to cackle now, and are promptly shipped to market; 18c to 20c is price for live. The big call is for live stuff, not dressed, though latter gets some call.

Poultry—	Live	Dressed
Spring broilers (1½ lbs. and over)	0 45—0 50	0 55—0 65
Old fowl, lb.	0 18—0 20	0 22—0 24
Chickens	0 18—0 20	0 25—0 27
Milk-fed	0 17—0 20	0 25—0 26

HONEY.—There is no quotable change. Demand and supplies dovetail in a normal manner.

Honey—		
Buckwheat, bbls., per lb.	0 07¼	0 07¾
Buckwheat, tins, per lb.	0 07¾	0 08¼
Clover, 50 lb. tins, per lb.	0 13½	0 13¾
Clover, 10 lb. tins, per lb.	0 14	0 14¼
Clover, 5 lb. tins, per lb.	0 14	14¼
Comb, No. 1, doz.	2 50	3 00
Comb, No. 2, doz.	2 00	2 40

WINNIPEG

PRODUCE AND PROVISIONS.—The hog market remained practically stationary during past week, and was firm at $11. Receipts were light the first half of week, but more liberal the latter half. There were no radical changes in the provision market, the only one worth noting being an advance in cooked hams, which are now 31c.

The egg market is causing some concern to packers, which has been abnormally firm all week. The cool weather held back country deliveries, and an advance took place to the dealer of 1c per doz., bringing quotations to 22-22½c. It is not expected that these prices will be maintained, as heavier receipts are anticipated. However, it is not expected that eggs will go much lower, i.e., country eggs. Hot weather eggs in July, of course, will take the usual slump. Prices to-day are about 4c higher than they were this time last year. There has been an exceptional outside demand, and local wholesale houses sold heavily anticipating warmer weather and plenty of eggs, but were caught short. This accounts for the high level prevailing to-day. The weather is blamed for this, being a month late all over the world.

New-made butter is arriving in fairly liberal quantities, quality being fairly good. The market is easier, No. 1 stock being quoted at 33c and No. 2 31c. There is no change in cheese.

Hams—		
Light, per lb.	0 21	0 23
Medium, per lb.	0 20	0 21
Large, per lb.	0 19	0 20
Bacon—		
Breakfast, per lb.	0 22	0 23
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light		0 16
Cooked Meats—		
Hams, boiled, per lb.		0 31
Shoulders, boiled, per lb.	0 23	0 24
Barrelled Pork—		
Mess pork, bbl.		27 00
Lard, Pure—		
Tierces		0 16
Pails		3 32½
Cases, 10s		10 05
Cases, 5s		10 13
Cases, 3s		10 20
Cartons		0 17½
Lard, Compound—		
Tierces		0 12½
Tubs, 50s, net		6 37
Pails, 20s, net		2 65
Butter—		
Fresh made creamery		0 33
Best dairy		0 26
Creamery, No. 2		0 31
Cooking	0 18	0 22
Eggs—		
New laids	0 21½	0 22½
Cheese—		
Ontario, large		0 20
Ontario, twins		0 20½

FRUIT AND VEGETABLES

(Continued from page 36.)

cause affects vegetables as fruits. Deliveries are getting heavier all the time, as weather opens, and roads to city get better.

Asparagus, doz.	4 25	5 00
Cabbage, bbl.	1 00	1 50
Beets, Canadian, bag	0 60	0 65
Carrots, new bamper	1 10	1 15
Cauliflower, case	3 25	3 50
Celery, Florida, case	2 35	2 50
Cucumbers—		
Hothouse, doz.	1 75	2 00
Florida, hamper	4 50	5 00
Onions—		
Texas, Bermuda, crate	2 00	2 25
Choice, Canadian	2 25	2 50
Green, doz., bunches	0 10	0 20
Lettuce, leaf, doz.	25	0 35
Lettuce head, hamper	3 75	4 00
Mushrooms, imported, 6 qt.	2 00	2 25
Parsnips, bag	0 80	0 90
Parsley, doz.		1 00
Peppers, green, basket	0 60	0 65
Potatoes—		
N.B. Delaware, bag	1 85	1 90
Ontario, bag	1 70	1 75
Radishes, doz.		0 20
Rhubarb, doz.	0 50	0 65
Spinach, hamper	1 00	1 35
Tomatoes, crate	3 00	3 75
Tomatoes, hothouse	0 15	0 20
Turnips, bag	0 50	0 60

PERCENTAGE AND PROSPERITY

By W. M. Flanders.

A note of warning should be sounded to the retail trade in general regarding the danger of cutting their percentages of profit during the present reigning period of high prices. Many grocers have been heard to exclaim when a certain article had advanced in price, "But I can't get any more," an admission which is not only a confession of weakness, but bad from the standpoint of sensible business judgment.

With the higher market for many articles which before the advance paid handsomely and even at the higher figure pay fairly well, yet the "handsome" profit was necessary to offset certain lines from which there never is margin enough.

It will be time well spent, indeed, it is imperative that retailers take the initiative and closely compare what certain classes of goods are costing to-day with what has been paid for them in normal times; for costs creep up so stealthily and insidiously that their presence is many times unperceived.

If $2.25 per dozen has been paid for a 25c article and the price advances to $2.50, with the price still maintained at 25c, unless this 25c per dozen is placed upon some other article to still keep up the average percentage of profit, success is being trifled with. This example is only one of dozens which might be cited.

When told you are obliged to ask more for this or that article, it occasions no surprise. But weak knees won't do it; neither will simple guess work secure to you that which is your due.

This Window Brought Fifteen New Accounts

Montreal Dealer Demonstrates Importance of Showing Meats, Butter and Eggs in the Window —One Display Brought Increased Business of $250—Eggs Arranged According to Size and Color—Best Quality Butter Only Backed Up

From an interview by Canadian Grocer with T. J. Kavanagh, Montreal.



This illustration shows tasty provision window of Kavanagh Bros., Montreal, dressed by J. G. Murphy. It got 15 new customers for the store.

THE window shown in the accompanying illustration was meant primarily to be one of contrasts, so as to present a rich and variegated picture that would arrest attention by its sheer attractiveness. Also that it sell goods later by the profusion of price tags on the offerings.

It is impossible for a photograph to reproduce the exactness of detail that was present in this window. For instance, the eggs were all sorted by sizes as well as color, and the design worked out in contrasting rows of colors and sizes. Apples, oranges and eggs form the basis of the design. This combination offers great possibilities in building diamonds, stars, ereseents and other fancy designs. Carefully-selected sprigs of parsley were used to enhanee the snowy whiteness of the lard as well as the darker eolor of the blocks of butter.

$250 Sales and 15 New Accounts

The direct results of this window consisted of an inerease of $250 in sales of the lines displayed and the opening of fifteen new accounts in the ten days immediately following. Five new accounts were opened in one day, and all of the fifteen were of a highly desirable class of trade. Further proof of the direct effect of the window on sales was the fact that lard, butter and bacon were sold to people who had never bought them of us before, although they were buying other lines here before; also the number of passersby who stopped to look at the window, testified to its pulling power, and the number of times it was mentioned by buying eustomers indicated its influence on regular trade.

We specialize on the best brands of the most widely advertised goods, especially in such lines as butter, in which any inferior quality is so easily detected by the purchaser. We only break this rule in response to a direct request for an inferior brand, and then are careful to sell it as such. If encouraged to do so, people will buy the better quality nine times out of ten.

Cleanliness is a feature of this window, and greatly enhances its appearance, as it does the flavor of the goods. One small wrinkle of inestimable advantage to us is the constant use of parchment paper for the wrapping of ham and bacon before wrapping them up in brown paper. Newspapers, every one knows to be injurious for this purpose, but it is not generally known that brown paper carries injurious matter that is easily sweated on to any food matter. This applies to fish, all smoked meats and other similar products.

We devote considerable study to our 'phone business. For this reason we only allow the 'phone to be answered by the most competent clerks who have prices at their finger tips, and will not require to keep a eustomer waiting whilst they look up prices, etc. To assist in this highly-desirable state of efficiency, we look up invoice on each fresh shipment of goods as it arrives and issue new prices to clerks, so that they may quote promptly on all occasions.

FLOUR AND CEREALS

(Continued from page 38.)

vance by Southern mills on cornmeal, but this has not affected local prices.

Flour—		
Best patents	....	6 60
Bakers	....	6 10
Clears	....	5 40
XXXX	....	4 40
Cereals—		
Rolled oats, 80 lbs.	2 25	2 30
Rolled oats, pkgs., family size	....	3 75
Wheat flakes, case	....	3 75
Oatmeal, standard and gran., 98 lbs.	....	2 75
Cornmeal, 98 lbs.	....	2 45
Feeds—		
Bran, ton	....	20 00
Shorts, ton	....	21 00
Middlings, ton	....	21 00
Mixed chop, ton	....	28 00

Firm Prospects for Future Flour Prices

Why an Advance Took Place This Week—Facts and Fancies Anent Crops for This Year—1916 A Reversal of 1915—Probability of High Prices for Flour—Farming World Short About 20,000,000 Men

Written from interview with flour authorities.

READERS of Canadian Grocer will find in the market report appertaining to flour that this week there has been an advance of 20c in Manitoba flour. This is an unusual thing for this time of year. It is an infrequent happening that flour should go up at this season.

The fact of the matter is that it is not so much an outcome of local conditions as an indirect result of world conditions. This brings us to a study of flour prices and their probable trend during this year of 1916.

This advance seems a direct indication of future values. It was made because flour men generally are taking a wide and international view of world conditions with regard to wheat and flour rather than a national and narrow. A year ago at this time we were nearing the end of a normal crop, and we had an abnormal demand for wheat and flour. If anything, the crop on which we were living was below normal at this time last year. And if anything, too, the demand was abnormal. Therefore, prices were about $1 to $1.50 higher at corresponding time last year than they are right now. We were, however, running in May, 1915, into a new crop period of good prospects; acreage was good, seeding was duly and truly performed at its proper time; and there was every indication, not only in Canada, but also throughout the States in the spring wheat section and in the winter wheat section, that the United States and Canada together would have excellent crops. These excellent crops materialized, and grocers are aware of the splendid crops which Canada and the United States both produced last year.

A Complete Reversal

This year we see a complete reversal of those conditions. Whereas last year's crop was a normal one, this year's crop will likely be smaller than normal. Whereas last year at this time we were coming to the end of a normal crop and had an abnormal demand, this year we are coming to the end of an abnormal crop, and are having a normal demand, more or less. Last year whereas we were running at this time into a new crop period of good prospects, indeed of excellent prospects, this year we are running into a crop period of at best normal prospects, and in all probability prospects not even as attractive and satisfactory as that.

What Are Indications?

What are the indications, so far as one may observe, at this early date for crops this year? As far as the United States is concerned, the Southern States are distinctly gloomy. Kansas reports bad weather conditions and decreased acreage. It is the same with some of the other Southern States. As far as the spring wheat section in the North-West is concerned, there has been very bad weather for seeding and a decreased acreage is reported, so that the United States will probably be below normal in production of crop.

The state of affairs existing in Canada is virtually the same. Seeding in Canada is late. The weather has been extraordinarily wet, and farmers are unable to get on the land. Add to that the fact that in most sections a decreased acreage is reported which will amount at least to 15 per cent.—this is a conservative estimate—and also the fact of bad growing conditions, on account of the lateness of seeding, and prospects do not look hopeful for a crop this year which will equal by any means the crop we had last year.

Affects Present Conditions

But how, the reader naturally queries, does this affect present conditions, and how does it explain an advance in flour at the present time? The question is natural. It is true that we have abundant stocks of wheat on hand at present. Nevertheless wheat is being exported at this time to Europe to something like the tune of 10,000,000 bushels a week. At this rate our surplus, large as it is, cannot last indefinitely. We are, therefore, living, as stated in the opening paragraphs of this article, upon the end of an abnormal crop. This abnormal crop, coming to an end, will flicker out if demand continues to be made upon it to the tune of 10,000,000 bushels of wheat a week, and we are coming not to an abnormal crop again this year, but to a normal one at best.

Here is another fact worth while consideration. The farming world generally is short something like 20,000,000 men, who would otherwise have been employed in the field and on the land, who are under arms, and are, therefore, not giving their time to the land this year. That means that, generally speaking, European crops will be slight. This basic fact has been at the bottom, of course, of such firmness and strength which have existed on the market to this time. It will continue to be a factor, and it will become a growingly important factor. Twenty million men away from the farm lands of the world are bound to make a difference in farm returns. Therefore, export business in Canada as well as the States, instead of growing less will get heavier. That means less for domestic consumption, and this taken into conjunction with the fact of a smaller crop this year than last will naturally infer higher prices. Prices on flour at present are considered low. Compared with a year ago they are lower by about $1.50 per barrel. Wheat prices are commensurately low. We cannot expect, if conditions materialize as they have been mapped out in the foregoing, that wheat and consequently flour towards the tail end of this year will be cheap. They will in all probability be dear.

HOLIDAYS FOR THE YEAR

During the remainder of the year, the following holidays, feast days, anniversaries, etc., will be held:—

May 24—*Victoria Day.*
May 26—*Queen Mary's Birthday.*
May 28—*Rogation Sunday.*
June 1—*Ascension Day.*
June 3—*King George V.'s birthday.*
June 11—*Whit Sunday.*
June 18—*Trinity Sunday.*
June 22—*Corpus Christi.*
June 23—*Prince of Wale's birthday.*
June 24—*St. John Baptist.*
July 1—*Dominion Day.*
Sept. 4—*Labor Day.*
Sept. 29—*Michaelmas.*
Nov. 1—*All Saints.*
Nov. 30—*St. Andrew.*
Dec. 1—*Queen Alexandra's birthday.*
Dec. 3—*1st Sunday in Advent.*
Dec. 8—*Conception.*
Dec. 21—*St. Thomas.*
Dec. 25—*Christmas.*

This list will assist the dealer in arranging his summer and fall campaign and should be kept on file.

STERLING PRODUCTS

sell quickly and give top-notch satisfaction

And repeat sales invariably follow first orders because their "Sterling" high-grade qualities win the unstinted approval of every customer.

"STERLING" Products are no experiment in the grocery world — wherever featured they have clearly demonstrated their unusual selling value. The buying public have come to realize for a certainty that every "STERLING" product is as pure and as palatable as selected ingredients can make them. It only requires a little suggestion through a window or counter display to start big "STERLING" sales coming your way.

See for yourself whether these popular lines are worth concentrating on. A representative trial shipment will give you an idea as to the selling merits of "STERLING" Products.

Drop a line for free particulars.

T. A. LYTLE CO.
LIMITED
STERLING ROAD - - TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	$ 0 45
4 oz. Tins, 4 doz to case, weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

DOMINION CANNERS, LTD.

JAMS

"Aylmer" Pure Jams and Jellies 16-oz. Glass Jars.

	Per doz.
Apricot	$ 2 30
Assorted	2 20
Blackberry	2 25
Blueberry	2 25
Currant, Red	2 20
Currant, Black	2 25
Cherry	2 20
Gooseberry	2 10
Plum	2 10
Plum, Green Gage	2 20
Pear	2 10
Peach	2 10
Raspberry, Red	2 25
Raspberry, Black	2 25
Rasp. and Red Currant	2 20
Rasp. and Gooseberry	2 20
Strawberry	2 30

CATSUPS

In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 80
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS WITH PORK.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case..	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case..	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05

Family, Plain, $1.20 doz.; Family, Tomato Sauce, $1.30 doz.; Family, Chili Sauce, $1.30 doz.; 3's, Plain, Flats, Aylmer only, $1.40 doz.; 3's, Tomato Sauce, Flats, Aylmer only, $1.50 doz.; 2's, Chili Sauce, Flats, Aylmer only, $1.50 doz.; 2½'s, Plain, $1.45 doz.; 3's, Plain, Tall, $1.60 doz.; 3's, Tomato Sauce, $1.75 doz.; 3's, Chili Sauce, $1.75 doz. The above 2 doz. to case. 10's, ½ doz. per case, for hotel and restaurant use (gals.), $5.25 doz.

Terms net—no discount.

Prices subject to change without notice. This cancels all previous lists.

Freight prepaid on 10 case lots to Windsor, Montreal, North Bay, Sudbury and intervening points. To all other points 25c per cwt., freight allowance.

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case, per doz.	$ 1 10
12 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 20
16 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 60
16 oz. Glass, Tall, Vacuum Top, 2 doz. per case, per doz.	1 60
2's Glass, Vacuum Top, per doz.	2 80
2's Tin, 2 doz. per case, per doz.	2 30
4's Tin, 12 pails in crate, pail	0 40
5's Tin, 8 pails in crate, pail	0 47½
7's Tin or Wood, 6 pails in crate, pail	0 65
14's Tin or Wood, 4 pails in crate, lb.	0 08
30's Tin or Wood, one pail only, lb.	0 08

BLUE

Keen's Oxford, per lb.	....
In 10-lb. lots or case	....

CEREALS

WHITE SWAN	Per case
Pancake Flour (Self-rising) 2 doz. to case, weight 50 lbs.	$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
Health Flour, 5 lb. bags, per doz.	2 40
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

If any advertisement interests you, tear it out now and place with letters to be answered.



The WHITE Naphtha Soap

in the BLUE Wrapper



THERE is no substitute for P. & G.—The White Naphtha Soap. Its ability to wash clothes without hard rubbing and boiling, its ability to work in cold or lukewarm water, its quick lather, its freedom from injurious chemicals, its combination of labor-saving, time-saving, hand-saving, clothes-saving, trouble-saving qualities gives it a place in housework that no other soap can fill.

All this makes it easy to sell—and the price is *right.*

The Procter & Gamble Distributing Co.
of Canada, Ltd.
Hamilton, Canada

Send for advertising matter for your local use.

You save 10 cents a box in buying assorted 10 box lots of the following: Ivory Soap, Gold Soap, P. AND G.—The White Naphtha Soap, Pearline and Sopade. For a well-rounded line you need them all.

Is the Money Always There?

WHEN you have wanted a certain thing that would have added to the pleasures of life, was the money always there? when you figured up to see if "Cash on hand" would warrant you to make the purchase. Have you ever felt the need of a good vacation or wanted some little extra luxury, but simply could not afford it because your regular income was not sufficient?

WE have a plan that will enable you to add these extra luxuries without interference in any way with your regular occupation; a plan from which you may derive sufficient income to warrant your having all the added pleasures of life. This plan may be worked during spare time without interference with your regular duties. One hour in the evening spent among your acquaintances—a half-hour after lunch in the office or factory will give you an additional $5.00 or $10.00 weekly.

WE have hundreds of subscriptions in your locality ready to be taken. A representative on the spot could secure these orders, saving these people the trouble incidental to mailing. These orders, together with the many other subscriptions which may be added from the friends of our old subscribers whom they will recommend to you, will give you an income that with the same amount of work will double your earnings each year. The work is both pleasant and profitable. No previous experience required.

This plan will interest you, so write us to-day for full particulars.

The MacLean Publishing Co.
LIMITED

Division B.

143-153 University Avenue

TORONTO ONTARIO

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz...	4 50
Perfection, ½-lb. tins, doz...	2 40
Perfection, ¼-lb. tins, doz..	1 25
Perfection, 10c size, doz....	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24

Special quotations for Cocoa in barrels, kegs, etc.

(Unsweetened Chocolate)

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 09
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 36
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes....	0 39
Lunch bars, 5-lb. boxes.....	0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 90
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

5 Box lots and upward—Freight prepaid up to 50 cents. Any excess will be charged on Invoice. Per case

Eagle Brand, each 48 cans..	$6 75
Reindeer Brand, each 48 cans	6 50
Silver Cow, each 48 cans...	6 00
Gold Seal, Purity, each 48 cans	5 85
Mayflower Brand, each 48 cans	5 85
Challenge, Clover Brand, each 48 cans	5 35

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 60
Jersey Brand, Hotel, each 24 cans	4 60
Peerless Brand, Hotel, each 24 cans	4 60
St. Charles Brand, Tall, each 48 cans	4 70
Jersey Brand, Tall, each, 48 cans	4 70
Peerless Brand, Tall, each, 48 cans	4 70
St. Charles Brand, Family, each, 48 cans	4 10
Jersey Brand, Family, each, 48 cans	4 10
Peerless Brand, Family, each 48 cans	4 10
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each, 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans..	4 50
COCOA, Reindeer Brand, each 24 cans	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.....	0 36
1 lb. round tins, 4 doz. to case, weight 70 lbs.....	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb...	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

PINEAPPLES

Next week will be Pineapple Week. Havanas are now coming in liberal quantities, quality very fine, prices reasonable. Let us have your orders.

STRAWBERRIES

We are now receiving in full carloads, by express, in refrigerator cars. They are arriving in prime condition and beautiful fruit.

PRICES LOWER.

Will invoice at lowest possible price.

The House of Quality

HUGH WALKER & SON

GUELPH - ONTARIO

Fresh Fruits and Vegetables

Selections from the Southern Markets arriving daily.

Strawberries, Pineapples, Tomatoes, New Carrots, Spinach, Asparagus,

Oranges, Navels and Late Valencias.

New Cabbage and Celery.

Texas Onions in Crates.

Quality Frist—always. Largest assortment to choose from.

WHITE & CO., LIMITED

Wholesale Fruits and Fish

TORONTO

Branch at Hamilton.

Every Minute Pays → YOU ←

IS every minute of your spare time bringing you profitable returns? Through the day time you earn money—why shouldn't your spare time be devoted to bringing you in an extra income?

We would be pleased to tell you about a plan, that although not interfering in the least with your regular duties, will produce for you an extra $10.00 a week. That amount can be increased as you become proficient in the work, and bring into play the salesmanship that your regular occupation gives you.

We need a man in your home town to represent us, and for that service, his earnings will be liberal. That, we will tell you all about when you write us.

Do so to-day—next week every minute of your spare time will count for you in cash.

The MacLean Publishing Co.

143-153 University Ave.

Dept. C. G. Toronto, Can.

Fruits

Bananas

Lemons

Oranges

and also

All Early Vegetables

Lemon Bros.

OWEN SOUND, ONT.

Keep Your mind active

It's **unthinking moments** that allow merit and value to pass unnoticed—when you fail to mention

"St. Nicholas"

when ordering your Lemons—Oh! by all means keep your mind active and specify "St. Nicholas" in all your orders for Extra Fancy Lemons.

It will pay us both.

J. J. McCabe

Agent

TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

A FEW HOURS TIME
Netted Him $13.75

Arthur W. Rundle of Toronto recently read in one of our advertisements that we wanted to get into touch with young men to represent us. He applied in person for a position, was accepted, and has since qualified in every sense of the word—by making good, both for himself and for us.

During his first three days, he worked on an average of five hours a day. The results of his efforts netted him $13.75 in Cash. We paid Mr. Rundle better than $1.00 an hour, for every hour he worked. He came to us without previous selling experience; he had no first-hand knowledge of business, but he did have confidence in himself and in our plan. This is one of the **few** instances of how our boys are making good.

The results of Arthur W. Rundle's success can easily **be duplicated** in your town and by you. We want more young men who are possessed of lots of energy and an ambition to get ahead. We want to make an appointment right away in your community — who knows but what you are just the man we are looking for?

Anyhow write us and let us explain our plan to you. Simply say: "Show me how to make profits out of my spare time."

The MacLean Publishing Co. Limited

143-153 University Ave.

TORONTO CANADA

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz.	$ 0 90

List Price

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO

SPICES	5c Round litho. dredge. Per doz.	10c Oval lith. dredge. 2½ oz. Per doz.
Allspice	$0 45	$0 90
Arrowroot, 4 oz. tins, 85c	....	....
Cayenne	0 45	0 90
Celery salt	....	....
Celery pepper	....	....
Cinnamon	0 45	0 90
" whole, 5c. pkgs., window front, 45c	....	....
Cloves	0 45	0 90
Cloves, whole, 5c. pkgs., window front, 45c	....	....
Curry powder	....	....
Ginger	0 45	0 90
Mace	1 25	....
Nutmegs	0 45	0 90
Nutmegs, whole, 5c pkgs., window front, 45c.	....	....
Paprika	0 45	....
Pepper, black	0 45	0 90
Pepper, white	0 50	0 95
Pastry spice	0 45	0 90
Pickling spice, window front, 90c	....	....
Dozens to case	4	4
Shipping weight per case	10 lbs.	15 lbs.

We pay freight on 5 cases or orders weighing 250 lbs.

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches— Boxes	Cents
40 lbs., Canada Laundry	.06½
40 lbs., boxes Canada white gloss, 1 lb. pkg.	.06¾
48 lbs. No. 1 white or blue, 4 lb. cartons	.07¼
48 lbs. No. 1 white or blue, 3 lb. cartons	.07¼
100 lbs., kegs, No. 1 white	.06¾
200 lbs., bbls., No. 1 white	.06¾
80 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	.07¾
48 lbs., silver gloss, in 6-lb. tin canisters	.08¼
36 lbs., silver gloss, 6-lb. draw lid boxes	.08¼
100 lbs., kegs, silver gloss, large crystals	.07¼
28 lbs., Benson's Satin, 1-lb. cartons, chrome label	.07½
40 lbs., Benson's Enamel (cold water), per case	3 00
20 lbs., Benson's Enamel (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch	
40 lbs. W. T. Benson & Co.'s prepared corn	.07¾
40 lbs. Canada pure corn starch	.06½
(120-lb. boxes ¼c higher.)	
Casco Potato Flour, 20-lb. boxes, per lb.	.10

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06¾
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.07¼
Barrels, 200 lbs.	.06¾
Kegs, 100 lbs.	.06¾
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs.	.07¾
8 in case	.08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	.08¼
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes, containing 40 fancy pkgs., per case	3 00
Celluloid Starches—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.06½
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07¾
"Crystal Malze" Corn Starch—	
1-lb. pkts., boxes of 40 lbs.	.07¾
(20-lb. boxes ¼c higher than 40's)	

COW BRAND BAKING SODA

In boxes only.

Packed as follows:

5c packages (96)	$ 3 20
1 lb. packages (60)	3 20
½ lb. packages (120)	3 40
½ lb. 60, 1 lb. 30 } Packages Mixed	3 20

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	$2 65
5-lb. tins, 1 doz. in case	3 00
10-lb. tins, ½ doz. in case	2 90
20-lb. tins, ¼ doz. in case	2 85
Barrels, 700 lbs.	3¾
Half barrels, 350 lbs.	4
Quarter barrels, 175 lbs.	4¼
Pails, 38½ lbs.	1 95
Pails, 25 lbs. each	1 40
3 lb. Perfect Seal Jar, 1 doz. in case	2 70

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	3 00
5-lb. tins, 1 doz. in case	3 35
10-lb. tins, ½ doz. in case	3 25
20-lb. tins, ¼ doz. in case	3 20

(5, 10 and 20-lb. tins have wire handles.)

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case	3 60
Barrels	0 04¾
½ barrels	0 05

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case	$4 05
5 lb. tins, 1 doz. in case	4 75
10 lb. tins, ½ doz. in case	4 45
20 lb. tins, ¼ doz. in case	4 35

Delivered in Winnipeg in carload lots.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size	Mam.	Large	Med.
2½ Can	$ 4.75	$ 3.75	$2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can	14.00	12.00	9.00

YUBA BRAND

2½ Can	$3.00	$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Picnic Can	...	.90

All prices per dozen—F.O.B. Jobbing Points

ROYAL BAKING POWDER

ABSOLUTELY PURE

Advertising that has encircled the globe for generations has taught women everywhere that ROYAL BAKING POWDER is absolutely pure.

Wherever there is a grocery store there are also many women who will buy ROYAL BAKING POWDER more often and use it with more satisfaction than any other brand.

Contains No Alum



No. 49

Grata cuiusque Boëti

(Canada's 105-year-old Pioneer)

"I'm for King George's Navy

because in my lifetime, and it hasn't been a short one, I have never chewed a tobacco which gave me so much satisfaction and pleasure.

"It has a fine flavor which is found in no other tobacco I know of. It is chewy — doesn't get so hard that the heat from my hand won't soften it."



King George's Navy

Chewing Tobacco is a valuable asset to any grocery tobacco department. It gets the trade of tobacco-using men—(they're growing in number every year).



Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

If any advertisement interests you, tear it out now and place with letters to be answered.



On Sale at all News Stands

15 CENTS A COPY

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

WANTED — INFORMATION REGARDING good grocery or meat market for sale. Send particulars. R. G. List, Minneapolis, Minn.

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c/o Canadian Grocer, University Avenue, Toronto.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

WANTED — MEN, ARE YOU CAPABLE OF organizing and controlling a subscription sales force? If you are, you are the man we want to get in touch with. We have a plan that will make you "real money." Part or whole time accepted. Drop us a card for full particulars. The MacLean Publishing Co., 143-153 University Ave., Dept. F, Toronto, Ont.

FOR SALE

FIRST-CLASS GENERAL STORE BUSINESS for sale—in prosperous village in the heart of the Niagara fruit district. Well assorted, clean stock. Turnover $32,000. Stock about $8,500, also store with dwelling and other buildings, $7,000. This is worth an investigation. Owner discontinuing retail business. Box 143, Canadian Grocer.

McCASKEY 200 ACCOUNT REGISTER — nearly new; complete with books and files. Cash $85.00. Time payments, $90.00. Apply Box 82, Plattsville, Ont.

TANGLEFOOT

The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

OAKEY'S KNIFE WELLINGTON POLISH



JOHN OAKEY & SONS, LIMITED, LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

This space $1.00 per insertion on yearly order.

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

Toronto Butchers' Supply Co.
LIMITED

Cleaners, Importers, and Exporters of Sausage Casings. Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.

49 DUNDAS STREET, - - TORONTO

EGG FILLERS

Our capacity is three times the total Filler requirements of Canada
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LIMITED
TRENTON, ONTARIO, CANADA

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS

Book-debts are moneys in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

CHIVER'S
JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

GIVE YOUR CUSTOMERS BEST VALUE IN BROOMS

If you investigate our line you will find that we can offer you a splendid proposition. Good brooms, well made from the finest American corn—Brooms that will last—Brooms that will give entire satisfaction to your customers. It will pay you to investigate.

American Broom Works, St. Basil de Portneuf, P.Q. 309 King St. West, Toronto
167 Commissioners St., Montreal

VICTORIA DAY

WEDNESDAY NEXT

Fruits and Vegetables

In abundance for this Holiday.

Our stocks are large and well assorted.

Strawberries Tomatoes Pineapples
Cherries Cabbage Cucumbers
Bananas Navel and Valencia Oranges
Asparagus Beets Carrots
Peas, Etc.

White & Co., Limited

Importers

Toronto and Hamilton

We'll Prove It

GIVE us a chance to prove to *you* that you can make money by working our plan. Hundreds of men and women in Canada are making splendid salaries by working for us a few hours each day. Why not learn all about it?

If your regular position isn't producing enough money to take care of a few added luxuries—our plan will fit in splendidly, giving you as *much* extra money as your spare time will allow for. The more time you devote to the plan the more money you can make. To learn all about it—drop us a *Post Card*,—back to you by return mail will come full particulars. This will not obligate you in any way. Simply say, "Send me full particulars of your money-making plan."

Name.....

Address.....

The MacLean Publishing Co., Limited
143-153 University Avenue - Toronto, Ontario

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RICE

From one to two cents above prices would have to be paid for newly imported rice.

But we have just received from the local mills two new lines of fancy rice milled from rice bought last winter before the rise.

We offer these at lower prices than directly imported rice could be bought for to-day.

Ask our representant, or get in touch with us about prices and samples.

We are at your service.

Laporte, Martin, Limitée

584 St. Paul Street **MONTREAL**

If any advertisement interests you, tear it out now and place with letters to be answered.



The public have confidence in Brunswick Brand

And this confidence is bringing big, profitable sales to dealers who are featuring these palatable and popular sea foods.

Our location is ideal and the up-to-the-minute equipment of our modern factory eliminates possibility of inferior processing or packing.

The leading place in Canadian packed sardines has long been held by *Brunswick Brand Sardines in Oil*—a dependable line selling at a moderate price and leaving a nice margin of profit.

The fact that our sales are constantly increasing is the best reason we can advance why you should begin selling Brunswick Brand Sea Foods. In doing so you will not be experimenting with any new fangled idea—you'll be handling a line of popular, appetizing quick sellers that are favorably known throughout the Dominion.

Begin now, replenish your stock from the following:

¼ Oil Sardines	Herring in Tomato Sauce
⅜ Mustard Sardines	Clams
Finnan Haddies	Scallops
Kippered Herring	

(Oval and Round Tins)

Connors Bros., Limited

BLACK'S HARBOR, N.B.



Have no fear about stocking this cocoa heavily. The national advertising campaign it receives, stimulates the demand — once bought always bought.



Therefore push it thoroughly this year — the demand lasts.

Made in the most up-to-date chocolate plant in the world.

COWAN'S COCOA

"Perfection Brand" Purest and Best

A-70

If any advertisement interests you, tear it out now and place with letters to be answered.





"Anchor Caps eliminate risk of spoilation or spilling, keeping the contents fresh and sweet."







The above is an extract from the advertising of a well-known firm of pickle manufacturers, and goes to show the value placed on the absolute security of the well-known Anchor Cap. Besides this positive assurance of absolutely fresh contents Anchor Caps so add to the appearance of a line of bottled goods that sales are easier and profits are made more certain by eliminating loss through spoilation or spilling of contents.

Every manufacturer desiring to present his goods in the most attractive manner possible should investigate the many splendid advantages of Anchor Caps. Their neat, attractive appearance will very materially add to the selling value of a line of bottled goods.

Dealers should insist on having Anchor Caps supplied on their stocks of bottled goods. Wholesale houses can furnish these caps on any line whatever.

Anchor Caps for appearance and security.



ANCHOR CAP AND CLOSURE CORPORATION of CANADA, Limited
Sudbury Street West, Foot of Dovercourt Road TORONTO, CANADA

Costs More——Worth It

The consumer of flour asks for PURITY in spite of its higher price because she Knows it is a superior product.

Why not cash in on this knowledge?

PURITY FLOUR

More Bread and Better Bread

WESTERN CANADA FLOUR MILLS CO., LIMITED
Millers to the People

Only one bad bag in nine years—read what he says:

Moss Lake, Sask.,
April 21st, 1916.

Gents,—

"Kindly send me your cook book. I think I deserve one. I've been on this blessed old homestead nine years now, batching, and during the whole of that time, I've only had one and a half sacks of flour which were not FIVE ROSES. The first was either XXX or else XXXX, anyway it would have killed a dog. I didn't understand either flour or cooking and bought it on the advice of a so-called *friend. I think he must have wanted my land; anyway I survived and cheated him. The last* 100 *lb. sack of FIVE ROSES I got a few months ago was pretty bum, and I could make nothing decent at all with it, but I must say in all honesty it's the only bad sack I've ever had. So I think you owe me a cook book. Anyway I've no stamps handy, but please yourselves."*

Yours truly,
J. W. D.

(Name on request.)

P.S. He Got the Book



IN THE trade the loyalty of FIVE ROSES users is proverbial. And when you seek the source of this loyalty—upon which the retailer's turnover is built as solidly as upon a rock—it is traceable to the consumer's confidence in the brand born of unvarying satisfaction. Only one bad sack in nine years shows that even FIVE ROSES flour is not spared the vagaries of the human element; but it also demonstrates that the one logical flour to sell profitably and permanently is the brand that disappoints the least.

LAKE OF THE WOODS MILLING CO., LIMITED

MONTREAL *"The House of Character"* **WINNIPEG**

Toronto Ottawa London Sudbury
Quebec St. John, N.B. Calgary Keewatin
Fort William Medicine Hat Vancouver
Portage La Prairie

In This Issue—Ontario Business Assessment Law Explained

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, MAY 26th, 1916 No. 21

"Pure Gold" Extracts



Favored by the Housewife

A Steady Increasing Demand

The consumer knows and favors Pure Gold Extracts, because experience has taught the housewife that the name

Pure Gold

is an absolute guarantee of quality. This line is a ready-seller, needing no apology, no explanation, no argument. Its quality makes the sale. There is a steady growing increase for

"Pure Gold" EXTRACTS

Make a display of this brand for your share of the summer trade.

Pure Gold Manufacturing Company, Limited

TORONTO WINNIPEG

ORLANDO

(INVINCIBLE)

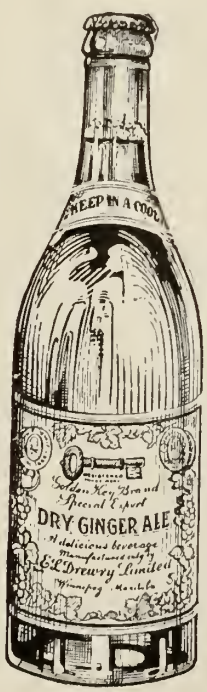


If you contemplate taking advantage of the no-license situation by adding cigars to your line, do not make the error of getting in wrong at the start. Be absolutely sure that you start with the right goods.

Webster's ORLANDO (Invincible) and Webster's Clear Havanas (in ten sizes), will start you right. Make us prove it.

W. R. WEBSTER & COMPANY, LIMITED

SHERBROOKE, CANADA



DREWRY'S

DRY GINGER ALE

"THE BELFAST TYPE"

The only real Dry Ginger Ale in Western Canada. *Write To-day* for the price list of all our soft drinks. This is a line of the grocery trade that is growing fast,—why not get your share of it?

Remember our forty years' experience in pleasing the people's taste is at your service.

Write to Dept. B. **E. L. DREWRY,** **WINNIPEG**

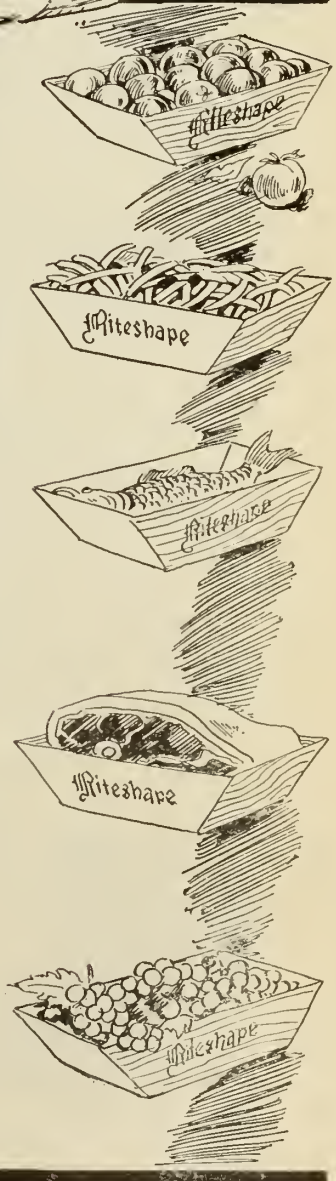
Serve Your Customers Right in "Riteshape"



For summer stuff and for summer use there is no food container that gives the retailer and his customer the splendid service both get from the famous **Riteshape** line of bulk food containers. Garden truck, spring specials, fruits, picnic goods are displayed so much more effectively in **Riteshapes**. Such delicacies are packaged so much more satisfactorily in **Riteshapes**. Make a window display of foods in **Riteshapes** Send out the goods in **Riteshapes** and you will feel the pride of well doing.

Ask your jobber or

THE VICTORIA PAPER & TWINE COMPANY, Limited
TORONTO MONTREAL



THE OVAL WOOD DISH COMPANY
MANUFACTURERS
DELTA, OHIO, U.S.A.

If interested, tear out this page and keep with letters to be answered.

Agnes C. Laut

In "Give America the Whole Truth," startles us with revelation after revelation of Germany's dirty work in the United States and Mexico—to breed strife, make America her vassal, gain a friend at the peace conference, inspire and muzzle the public press, interfere with the manufacture of munitions, and in other ways make America her dupe and fool. Miss Laut writes out of inside knowledge. She amazes us with her access to hidden things. "Give the facts to the public," she concludes, "the American voter will do the rest."

Miss Laut is a Canadian living in New York. Her genius, her vivid, virile style, her intimate acquaintance with those in high places, her mental breadth—these and other qualifications make publishers everywhere keen for her work. It is a veritable triumph for MACLEAN'S to have secured the series of war articles which she is now contributing to this magazine.

Arthur Stringer

Begins in the June number a humorous, whimsical and wholesome romance, "The Anatomy of Love." Never has this versatile Canadian excelled this new story of his. MACLEAN'S is fortunate in securing the first rights to this superlatively good story for Canadians.

Have regard also for these other distinguished Canadian writers whose work appears in the June MACLEAN'S.

Robt. W. Service

provides two poems written at the front — "The Odyssey of 'Erbert 'Iggins" and "The Convalescent."

Arthur E. McFarlane

contributes a mystifying detective story, "Behind the Bolted Door?"—the best detective story since Sherlock Holmes.

Alan Sullivan

supplies a timely sketch, "The Romance of Cobalt" —a sketch of the camp, past, present and future.

MACLEAN'S

MAGAZINE is getting the best Canadian writers to put their best work into articles and stories of particular Canadian interest. This is a deliberate policy on the part of MACLEAN'S publishers. Other Canadian writers of note whose work appears in MacLean's are:

Stephen Leacock **Nellie McClung** **Arnot Craick**
L. M. Montgomery **H. F. Gadsby** **Robert E. Pinkerton**

Not the least appreciated feature of MACLEAN'S is its popular Review of Reviews Department, which condenses for busy readers the cream of the world's best periodical literature.

MACLEAN'S MAGAZINE maintains a clean and wholesome tone. Its advertising pages are censored to exclude all objectionable advertising. MACLEAN'S can be taken into your home without any hesitancy, to be read by any member of your family.

JUNE NUMBER AT ALL NEWS STANDS 15c









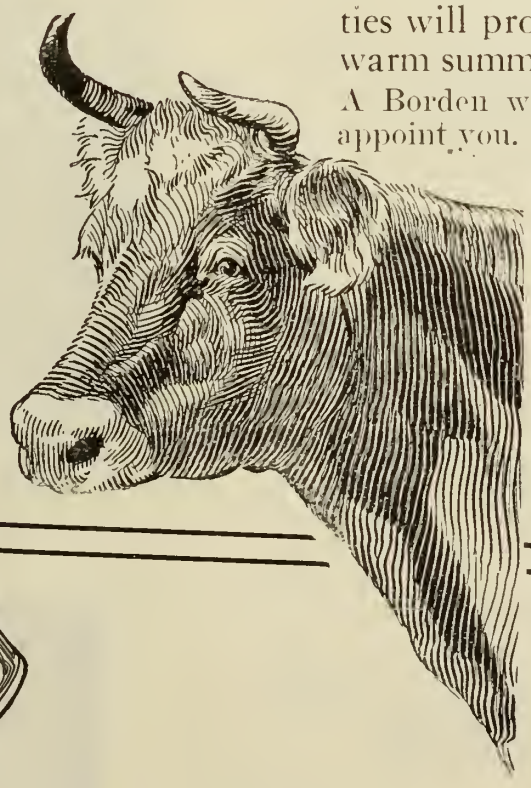
Borden's unimpeachable purity is your best guarantee

It is a guarantee of that customer satisfaction which is only secured by selling lines of unquestioned quality.

The stringent regulations that are observed in the processing of every Borden line ensure you this business building customer appreciation. When you push the Borden Products you KNOW you are backing the favorite of three generations—the lines that have made good with everyone everywhere.

Whether for picnics or regular home use you cannot recommend a better line than Borden's. Their great convenience and superior keeping qualities will prove a big boon during the warm summer days.

A Borden window display will not disappoint you. Get one up to-day, emphasizing Borden suitability for camper, cottager, picknicker, etc. Steady sales will result. Why leave all this trade to your competitors? Start right in now to secure your proper share of it.



Borden Milk Co.
LIMITED
"Leaders of Quality"
MONTREAL
Branch Office: No. 2 Arcade Bldg.
Vancouver, B.C.





If any advertisement interests you, tear it out now and place with letters to be answered.



Everyone is a satisfaction giver

The approval of the discriminating customer is only won by featuring and recommending lines of proven quality such as

Brunswick Brand Sea Foods

Quality is the one big idea embodied in every Brunswick Brand Product. The ideal location of our modern plant and the scrupulous care exercised in the selection and processing of the fish positively guarantee against inferior quality.

Big sales are the rule where Brunswick Brand Sea Foods are featured. Following is our list and everyone is a reliable satisfaction giver.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies (Oval and round tins)
Kippered Herring
Herring in Tomato Sauce
Clams
Scallops

Are you getting your proper share of the Brunswick Brand demand?

CONNORS BROTHERS
LIMITED
BLACK'S HARBOR, N.B.



The Reliable Salt

The Salt that your customers know is always just right.

Fine, even grain—full of savour—and pure as purity itself.

This is why practically every home in Canada uses Windsor Table Salt. Of course, you sell

Windsor Table Salt
Made in Canada
THE CANADIAN SALT CO. LIMITED

Dwight's COW BRAND BAKING SODA

is a big seller and a repeater because it measures up to the good housewife's every requirement in quality baking soda.

It has been the leading household requisite since it was first turned out in 1846.

There is no other soda quite as popular as Cow Brand. Your wholesaler will supply you.

CHURCH and DWIGHT
Limited
Manufacturers
MONTREAL



If any advertisement interests you, tear it out now and place with letters to be answered.

Beans for Profits

A few selling points you should know.

Tell your Customer —that Simcoe Beans are Canada's Best, selected and finest flavored beans.

They are prepared in clean factories and by tasty process.



Plain, or with Tomato or Chili Sauce

Simcoe Beans are economical, costing much less than the raw white when you consider the trouble saved.

Simcoe Beans are prepared with Tomato or Chili Sauce, or Plain—and, Mr. Grocer, you make more than by selling raw white Beans.

DOMINION CANNERS LIMITED

HAMILTON . . . CANADA

If interested, tear out this page and keep with letters to be answered.



Save 20% on the Cost of a High-Grade Computing Scale—

The Fairbanks—a finely built Automatic Scale, at the price you can afford. The best value ever offered. Weighs your goods quickly and accurately.

Simply put the load on the platform, and read the value on the chart for ordinary weighing.

Handsome, Convenient, Sanitary. A scale that will add attractiveness to your store and bring you customers.

Write to our nearest branch for full details of this opportunity.

The Canadian Fairbanks-Morse Co. Limited

CFM

St. John, Montreal, Toronto, Winnipeg, Calgary, Vancouver, Quebec, Ottawa, Hamilton, Saskatoon, Edmonton, Victoria

CANADA'S DEPARTMENTAL HOUSE FOR MECHANICAL GOODS

A FEW HOURS TIME
Netted Him $13.75

Arthur W. Rundle of Toronto recently read in one of our advertisements that we wanted to get into touch with young men to represent us. He applied in person for a position, was accepted, and has since qualified in every sense of the word—by making good, both for himself and for us.

During his first three days, he worked on an average of five hours a day. The results of his efforts netted him $13.75 in Cash. We paid Mr. Rundle better than $1.00 an hour, for every hour he worked. He came to us without previous selling experience; he had no first-hand knowledge of business, but he did have confidence in himself and in our plan. This is one of the few instances of how our boys are making good.

The results of Arthur W. Rundle's success can easily be duplicated in your town and by you. We want more young men who are possessed of lots of energy and an ambition to get ahead. We want to make an appointment right away in your community — who knows but what you are just the man we are looking for?

Anyhow write us and let us explain our plan to you. Simply say: "Show me how to make profits out of my spare time."

The MacLean Publishing Co. Limited

143-153 University Ave.

TORONTO CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

CLARK'S

CONCENTRATED SOUPS



prepared from only the finest of materials and guaranteed absolutely pure.

MADE IN CANADA

and without a rival in either home or imported Soups.

TOMATO	CHICKEN
CELERY	MOCK TURTLE
PEA	MULLIGATAWNY
VEGETABLE	SCOTCH BROTH

etc., etc.



Ask your jobber for prices or send us a post card, but STOCK NOW.

W. CLARK, Limited, Montreal

Clark's

If any advertisement interests you, tear it out now and place with letters to be answered.

The Quality Trade



Grocers who do a particularly high-class trade are large buyers of

Shirriff's True Vanilla

This extract is the ONE that appeals to discriminating people. It pays to feature such a line, because it attracts the trade of those with better-than-average buying power.

And there is a good margin of profit in each sale, too.

Think this over and we believe you will conclude to make Shirriff's True Vanilla one of your leaders.

Imperial Extract Co., Toronto



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

Furnivall's FINE FRUIT PURE JAM

has the superior palate-pleasing flavor produced by using only selected, sun-ripened fruits and pure cane sugar.

Hence Furnivall's has won the unstinted approval of the most particular jam users.

Replenish your stock now.

AGENTS: ONTARIO—MacLaren Imperial Cheese Co., Ltd., Toronto. MONTREAL—W. S. Silcock. ST. JOHN, N.B.—MacLaren Imperial Cheese Co. HALIFAX, N.S.—MacLaren Imperial Cheese Co. SYDNEY, N.S.—A. E Sheppard. HAMILTON—R. M. Griffin. WINNIPEG—W. L. Mackenzie Co., Limited. CALGARY, ALTA.—MacLaren Imperial Cheese Co., Ltd. EDMONTON, ALTA.—Central Brokerage Co.

FURNIVALL-NEW, Limited

Hamilton Canada

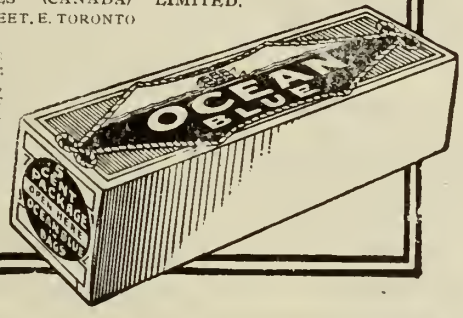
It is the superior quality that continually brings *new* buyers, and holds the trade of *old* customers if you stock

OCEAN BLUE

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED.
33 FRONT STREET, E. TORONTO

Western Agents: For Manitoba: O. F. Lightcap, Winnipeg. For British Columbia and Yukon: Creeden & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street, West, Vancouver







"KEYSTONE" BROOMS and BRUSHES

bring repeat orders from our customers. They make your brush trade a profitable end of your business.

Whether it is a shoe brush, a stove brush, a scrub brush, or a whisk, if it bears the "Keystone" trade mark it is the best you can offer at the price. And you can sell at a moderate price to net you a handsome profit.

Write for prices, etc.

Stevens-Hepner Co., Limited
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

Your Customers Need *Sani-Flush*

Cleans Water-Closet Bowls

The reason is simple—it provides the only quick, easy and sure way to clean toilet bowls. This work must be done properly or the bowl becomes offensive and unsanitary. The least expensive and the easiest way to do it is with **Sani-Flush.**



Find out for yourself by giving it a trial in your home or store. Then see how it appeals to economical housewives by making a display. Write us for assistance in selling **Sani-Flush.**

Harold F. Ritchie & Co., Limited
10-12-14 McCaul St., Toronto

If interested, tear out this page and keep with letters to be answered.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

THE FEDERAL REPORTER, 91-93 Wall Street, New York City

ONTARIO

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners and Drug Specialties
12 FRONT STREET EAST TORONTO

Can quote you low prices on evaporated apples and gallon apples, both first-class quality, subject to market changing, ex Toronto.

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

Established 1859
GEO. STANWAY & CO.
29 Wellington St. East, - TORONTO
Agents for "Horseshoe," "Tiger" and "Sunflower" Salmon. Fred. L. Myers & Son, West Indian Products. Furuya & Nishimura, Japan Teas.

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

If you want some first-class old leaf Tobacco, processed, so that all of that rank smell and taste is taken out of it, put up in five different grades, write

LEWIS WIGLE
LEAMINGTON, ONTARIO

WESTERN PROVINCES

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP.
179 Bannatyne Ave. - Winnipeg, Man.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited

Geo. Adam & Co.
Grocery Brokers and Commission Merchants
We can put your goods on the Western market successfully, as we are in close touch with the Western wholesale grocery trade. Give us your line, and let us produce results for you.
Chambers of Commerce, Winnipeg

THE H. L. PERRY CO.
214-216 Princess Street, Winnipeg
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.
Correspondence solicited.
"Always on the Job"

MARITIME PROVINCES.

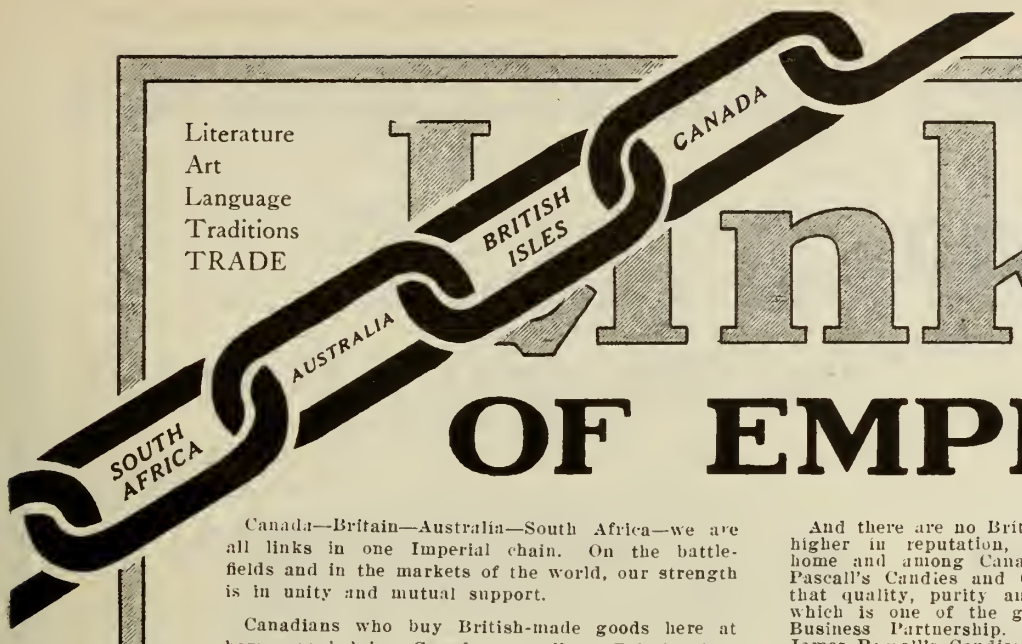
J. N. COCHRAN
Manufacturers' Agent and Grocery Broker
FREDERICTON, N.B.
I have a connection with both wholesale and retail trade throughout the entire Maritime Provinces.

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

MEN WITH SALES ABILITY.
We have a few desirable openings for men of this type to call on Grocers in connection with Star Egg Carriers and Trays. 63% of the grocers of the country are already using Star Equipment. To men with proven selling ability we can offer an exceedingly interesting proposition.
For particulars, apply
STAR EGG CARRIER & TRAY MFG. COMPANY
1113 JAY STREET ROCHESTER, N.Y.

British firm having a large connection among best buyers in Great Britain invites correspondence and offers from
Shippers and Packers of Pork, Frozen and other Meats, Dairy Produce, Canned Goods, etc.
CIF, FOB, and landed terms. Advances against consignments. References exchanged.
WM. THOMAS & CO.
General Provision Commission Merchants and Brokers
29 Tooley Street,
Telegraphic and Cable Address:— Prodairos. Tooley London, A.B.C. Code, 5th Edition.



Literature
Art
Language
Traditions
TRADE

Links OF EMPIRE

Canada—Britain—Australia—South Africa—we are all links in one Imperial chain. On the battle-fields and in the markets of the world, our strength is in unity and mutual support.

Canadians who buy British-made goods here at home are helping Canada as well as Britain, just as Canadians at the Front are fighting for Canada as well as the Old Country.

And there are no British-made goods which stand higher in reputation, both among Canadians at home and among Canadians in the trenches than Pascall's Candies and Chocolates. They stand for that quality, purity and integrity of manufacture which is one of the great assets of the Imperial Business Partnership. Ask your storekeeper for James Pascall's Candies and Chocolates—and do not be put off with any substitute.

Representatives for Canada

W. H. ESCOTT CO., LTD., 181-183 Bannatyne Avenue, Winnipeg.

MESSRS. ANGEVINE & McLAUCHLIN, P.O. Box 72, St. John, N.B.; also P.O. Box 820, Truro, N.S.

MR. C. H. COLE, 33 Front St. East, Toronto, Ontario.

Pascall's

LONDON ENGLAND

TEA

Cables from China report the Tael price of Congous about 15% under last year—an advance of 40% in exchange and the freight rate 3 cents per pound gross against $1.80 last year—making laid-down cost about 20 to 25% higher than last Season. In view of this situation and the high prices ruling for Ceylon and Indians, Congous at 16 to 18 cents are a purchase.

John Duncan & Co., Limited

Established 1866 MONTREAL

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality
—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO



MILES AHEAD OF SOAP.

Biggest Value on the Canadian Market.

10 ounces net weight, 10 cents retail; 16 ounces net weight, 15 cents retail. Wholesale price $10.80, and $14.40 a gross.

GRE-SOLVENT

Instantly dissolves and removes from the hands all kinds of Machine-grease and Grime, Paint, Printers' Ink, etc., etc.

A great Comfort and Time-saver to all who have to face the cleaning-up problem.

It does not chap, roughen or otherwise injure even the most sensitive skin.

A strictly high-grade product prepared for those who want the Best.

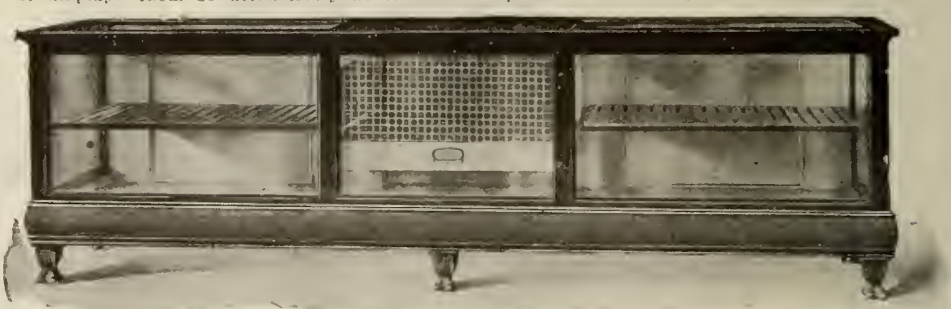
Frequently imitated since its introduction in 1903 but never equalled for quality and satisfaction.

ROBERTSONS LIMITED
KINGSTON, ONT.
SOLE CANADIAN DISTRIBUTORS.

Maximum Efficiency at a Minimum of Cost

That is the big winning feature of the **ARCTIC SILENT SALESMAN**—a store fixture that not only preserves a stock of perishable goods in absolute security, but displays them so attractively as to create a quicker and more profitable turnover.

The **ARCTIC SILENT SALESMAN** may be used as a counter as well as a display case. The cost of installing the Arctic will be more than covered in a short time through the extra sales it will produce and the elimination of loss through spoilage. Send for the complete Arctic Catalog.



John Hillock & Co., Ltd.
Toronto - - Ontario

ADVANCE—OR RETIRE?

There's no Standing Still in Business

It's lines like H.P. SAUCE that make for progress.

Good Value, Good Profit and Good Advertising—some of you are doing great things through H.P. Sauce. Now how about you?

W. G. Patrick & Co., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.

H.P. SAUCE

If any advertisement interests you, tear it out now and place with letters to be answered.

Perfection Computing Cheese Cutter

(IT IS ALL MADE IN CANADA)

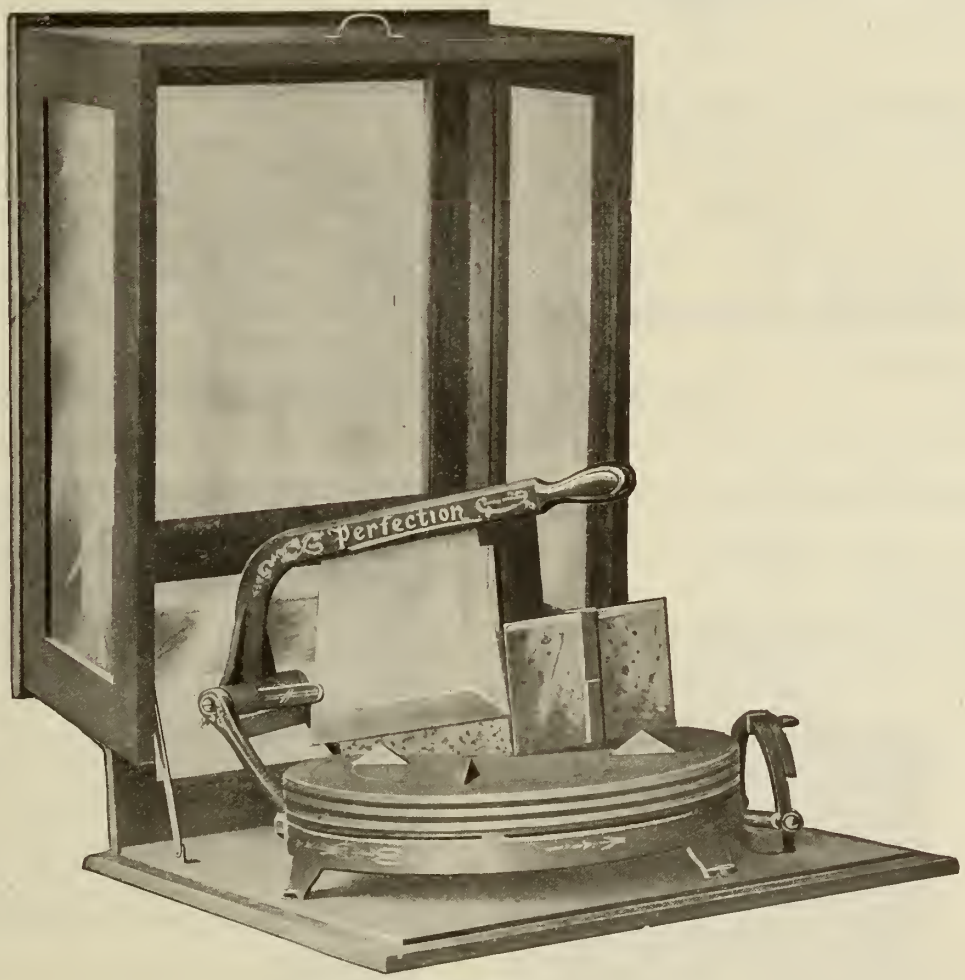
IT IS A CHEESE CUTTER WORTH HAVING

A REAL COMPUTER

AND YET SIMPLER THAN ALL OTHERS IN CONSTRUCTION AND OPERATION.

ABSOLUTELY NO FIGURING TO DO.

IT STANDS THE TEST FOR DURABILITY, FOR IT LASTS A LIFETIME.



A REAL PROFIT-SAVER

Write for Prices and Terms.

WE HAVE SPECIAL COMBINATION PRICES WITH CABINETS AND PEDESTALS.

IT SAVES ITS COST in a few months and lasts a lifetime.

BUY IT NOW.

American Computing Company

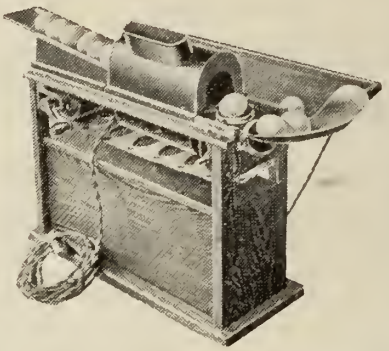
HAMILTON, ONT.

IF BUSINESS is BAD or GOOD, you need a PROFIT-SAVER.

BUY IT NOW.

Do You Believe That There is a

BEST?



OF COURSE, and you want it, too, if the price is right.

The Electric Daylight Egg Tester is the

BEST EGG CANDLER

on the market.

It will test 300 dozen eggs an hour, and it will do the job perfectly. The operator needs no particular experience. The Electric Daylight Tester is

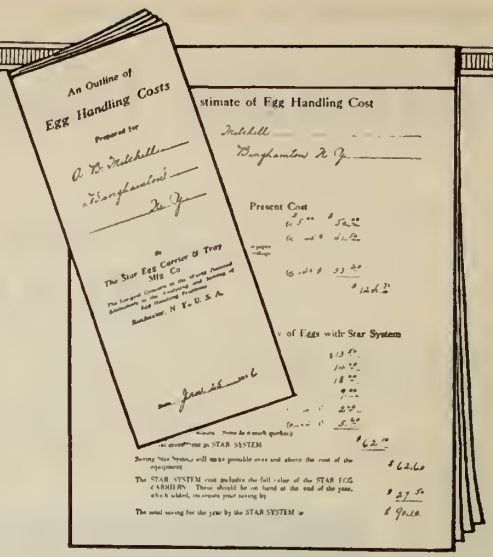
Neat, Durable and Inexpensive

It will add to the appearance of a counter and will enable the dealer to absolutely guarantee the freshness of the eggs he sells. A guarantee with eggs means money and satisfied customers. Write to-day for our special offer on all orders received during the next sixty days.

A. E. Jennings Company

535 Detroit St.

ANN ARBOR, MICHIGAN



Tell us your present method of handling eggs—the number of cases handled weekly, also the number of wagons you operate, and we will show you in actual Dollars and Cents the saving Star Egg Carriers and Trays will effect in *your* business. No guess work or theory, but actual, indisputable facts regarding *your* business, not your neighbor's.

Send us the facts and figures in your case to-day

STAR EGG CARRIER & TRAY MFG. CO. Jay St., Rochester, N.Y.

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View ☞ shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.



Price list and catalogue free and mailed to any address.

Manufactured by the

W. A. FREEMAN CO., LIMITED

HAMILTON. · · CANADA

A FEW MORE

Live CRAKERJACK TRADE MARK Fixtures

LET THEM SAVE YOU TIME, MONEY AND DRUDGERY

"Crakerjac" Salt Fish Rack



Price $15.00 f.o.b. Sterling, Ill.

with white enameled pails showing fish in natural colors on pail. A creator of appetite for brine goods. Get salt fish out of the grimy kegs and put them in these pure white containers where, with the fish shown in natural colors, the mouth of the customer will water for salt mackerel in the morning. Four pails to a rack with plate glass tops. In ordering, state for what salt fish you wish pails lettered.

"Ideal" Fruit or Vegetable Box Display Attachment



$1.50 per set of six f.o.b., Sterling, Ill.

Change your orange, lemon or fruit box into display racks. Will treble sales. Instantly attached by means of patent fasteners. Handsome aluminum finish. Adjustable lengths.

"Perfect" Hanging Bag Racks



$3.00 Each f.o.b., Sterling, Ill.

Handiest Hanging Rack Made—Holds 1000 Bags

But one bag is delivered at a time. This is the most valuable feature of this holder. There is positively no waste of bags. In order to get two or more bags at a time, they must be pulled out, otherwise but one will be delivered. Bags not used can be replaced instantly. It is a handsome store fixture, can never wear out and will last a lifetime. Ten compartments, made from cold rolled steel, handsomely enamelled.

Evan L. Reed Mfg. Co. *Mfrs. of* "CRAKERJAC" PICKLE RACK and other Sanitary Devices.

604 A. St. Sterling, Ill.

If any advertisement interests you, tear it out now and place with letters to be answered.

"WORKED HARD"

"Here is some very CHEAP tea, Mr.——. You can make a fine profit on it."

This line of talk on behalf of ordinary cheap teas is being "worked hard" these days. But, with diminishing success.

Grocers, who have made the greatest successes, know that it pays, in all lines, especially tea, to stick to goods of undoubted high quality.

Many have found that Red Rose Tea is a business-builder of the first rank. This master blend of high-grade Assam-Indian and Ceylon teas has such generously good QUALITY, and is such excellent value, that it is quite natural it has made good in a big way.

Just try recommending Red Rose Tea for a while and see if your tea sales do not show an increase.

Red Rose Tea

"is good tea"



Autoists have long ago learned that a Bowser "Sentry" Pump is

THE SIGN OF A PROGRESSIVE GROCERY STORE

the same as a clock, out in front, calls attention to the jewelers, or the striped pole signalizes the location of a barber shop,

In addition to their advertising value,

BOWSER

outfits are money-makers. You make a profit on gasolene and on other sales made to those who would not otherwise stop.

Buy gasolene in any quantities you want, store it safely underground where it can't evaporate or deteriorate, then pump any amount desired directly into your customers' cars, quickly, accurately measured and filtered.

The "Red Sentry" Equipment illustrated above is only one of many self-measuring pumps and storage systems we manufacture. We make outfits for handling kerosene, paint, lubricating and volatile oils of all kinds, and a request for descriptive matter and information concerning anything along this line won't obligate you in the least.

S. F. BOWSER & COMPANY, Inc., FORT WAYNE, INDIANA

Sales Offices in All Centres and Representatives Everywhere.

Our catalog will show you the refrigerator you are looking for.



We want to mail you a copy of this catalog so as to give you an idea of the perfect refrigeration principles that are embodied in every "Eureka." A big majority of Grocers and Butchers have found the Eureka so entirely satisfactory that they will not trust their perishable goods to any other.

Eliminate risk of loss resulting from insecure refrigeration by installing the Eureka. Better do it now before the real warm weather comes.

May we send you the catalog?

REPRESENTATIVES:—James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.; Ed. Dore, 35 Caroline N., Hamilton; W. J. Armstrong, 14 Euclid Ave., London, Ont., etc., etc.

Eureka Refrigerator Co., Limited

27-31 Brock Ave. 54-56 Noble St. 21-33 Earnbridge St.

TORONTO, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

KEEN'S OXFORD BLUE



You pay Mrs. Housewife a compliment when you suggest KEEN'S OXFORD BLUE to her, for she knows it is the "Old Reliable."

You can suggest Keen's very effectively by keeping a good display of OXFORD BLUE always before her notice.

KEEN'S OXFORD BLUE never becomes dead stock, and every sale makes a satisfied customer.

Send for a supply to-day.

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO

Walker's Patented BIN Fixtures *—the Modern Sanitary System for the Display and Sale of Food to 20th Century People*



THE WALKER BIN & STORE FIXTURE CO., Limited - BERLIN, CANADA

DESIGNERS AND MANUFACTURERS OF MODERN STORE FIXTURES

CANADIAN GROCER

VOL. XXX TORONTO, MAY 26, 1916 No. 21

Ontario Business Assessment Rates

Enquiry From Reader Brings Out Clearer Understanding of the Act, Which Calls For Different Rates According to Population—When a Department Store is Not a Department Store—Exemption of Dwellings Over Stores.

THE Ontario Assessment Act is one with which not all merchants are intimately acquainted. Here is a letter which has formed the basis of a legal opinion by Walter H. Lear, a lawyer who is writing the series of articles in CANADIAN GROCER on Commercial Law:

The Editor CANADIAN GROCER,

(Service Department).

Dear Sir—When I got the issue of CANADIAN GROCER for December 31, 1915, I noticed on page 25 reference to retailers' business tax, and I think that my case would come under the heading of exemption.

I rent a little store and live in rooms over same. The assessor has figured it out $150 land, $650 building, with a business tax of $280. Kindly arrange to give me details of the exemption for business tax, viz: page, chapter, paragraph of the Assessment Act or date of amendment thereto; also the rate 25% of assessed value. It would look as though 35% has been figured. There are two stores at least in this town that advertise themselves as departmental stores. Should they be assessed at 50% in municipalities for business tax?

Any information you can give that will help me at the Court of Appeal will be greatly appreciated. I have appealed against the business tax on the strength of your article in the issue mentioned above.

ONTARIO DEALER.

BUSINESS ASSESSMENTS

BY WALTER H. LEAR

The law relating to "Business Assessments" is found in Revised Statutes of Ontario (1914), chapter 195, section 10, the material part which relates to your question is as follows:

"10—(1) Irrespective of any assessment of land under this Act, every person occupying or using land for the purpose of any business mentioned or described in this section shall be assessed for a sum to be or used by him, as follows:—

(e) Every person carrying on the business of what is known as a departmental store, or of a retail merchant dealing in more than five branches of retail trade or business in the same premises or in separate departments or premises under one roof, or in connected premises, where the assessed value of the premises exceeds $20,000 — for a sum equal to 50 per cent. of the assessed value.

(h) Every person carrying on the business of a retail merchant in cities having a population of 50,000 or over, for a sum equal to 25 per cent. of the assessed value; in other cities and towns having a population of 10,000 or over for a sum equal to 30 per cent. of the assessed value; and in all other municipalities for a sum equal to 35 per cent. of the assessed value.

(5) Where any person mentioned in Subsection 1 occupies or uses land partly for the purpose of his business and partly for the purpose of a residence, he shall be assessed in respect of the part occupied for the purpose of his business only; but this provision shall not apply to persons assessed under clause (f) of Subsection 1."

I have read the article to which you referred and regret to have to tell you that it is not a correct statement of the law as you can see from the above parts of the Assessment Act. You should pay a business assessment of 35, not 25 per cent. of the assessed value. Merchants in country towns who do business under the name of a departmental store should be assessed only for 35 per cent. of the assessed value, unless they come within the above paragraph (e).

Editorial Note—The article referred to in issue of Dec. 31, 1915, which was published under the signature of an official of the Retail Merchants' Association, neglected to go into details re rate of assessment in centres under 50,000 population where, as the Act points out, a merchant can only be assessed at 25% of value of buildings and land. (Readers will please remember that any questions of law pertaining to their commercial transaction will be answered free of charge through CANADIAN GROCER).

Manitoba R.M.A. Convention, June 6, 7, 8

Executive Have Arranged Splendid List of Subjects For Discussion — Many Manitoba Merchants Expected—The Second Annual.

WINNIPEG, May 25.—(Special). —June 6, 7 and 8 are the dates of the convention of the Manitoba branch of the Retail Merchants' Association. The slogan this year will be "Commercial Preparedness."

This is the second annual convention of the Manitoba Branch and it will be held in the Industrial Bureau, Winnipeg. The program, not yet completed, provides for the following:

Tuesday, 10 a.m.: Registration and reception of delegates.

2 p.m.: Addresses of welcome by Mayor Waugh of Winnipeg, president of Winnipeg Branch, and replies by Prov. President and others.

Tuesday:—Reports of provincial officers; Resolutions and Question Committee appointed; addresses by visiting Dominion and provincial officers and delegates.

8 p.m.: Address on "Commercial Preparedness."

Wednesday, 9. a.m.: Representatives from the wholesalers and the sales managers association will address the convention A short conference will follow.

11 a.m.: Resolutions Committee report.

12 a.m.: Photograph of delegates to be taken.

Wednesday, 2 pm.: Address by W. H. Ault, Dept. of Agriculture, Ottawa, on "Marketing Eggs." 3 p.m.: Address by qualified speaker on "Marketing Butter." 4 p.m.: Question Box opened: nomination committee appointed; 6 p.m.: Banquet given by the Winnipeg Branch to visiting delegates.

Thursday: Address on "Community Development"; election of provincial officers.

The general and other convention committees are working with the idea that this convention should be one of the most successful ever held in the West. It is expected that hundreds of retail merchants will rally into Winnipeg and that the discussions will be full of interest.

Co-operation is the one word that will be given special attention at this convention. Other subjects which are likely to arise out of resolutions are: Trade building; Profitable Lines; Buying; Price and Service; Selling; Profits; Cash and Credit; Collections; Competition; Jobbers; Local Clubs; Merchant and Farmer; Association; Trade Papers; Insurance; Legislation.

The various committees in charge of the convention are as follows:

General committee—Horace Chevrier, chairman; Messrs. Banfield, McCracken, Templeton, Rannard, Connell, Treleaven, McPherson, O'Hare, Devlin, Markle, Dudley, Kelly, Grassby, Burns, Whaley, Belivean, Peace, Gynn, Hillhouse, Squires, Pugsley, Wilson, Roland, McCurdy, Adamson, Bruce, Campbell, Jarratt and Curle.

Reception committee and registration —To be composed of the entire general committee.

Program committee—Chairman, W. T. Devlin: Messrs. Banfield, Rannard, Crevrier and Markle.

Entertainment committee—Chairman,



HORACE CHEVRIER, Winnipeg, Man., Chairman of the general committee in charge of the Manitoba R.M.A. convention.

J. A. Banfield; Messrs. Devlin, Dudley, McPherson, Gynn and Squires.

Publicity committee—Chairman, C. F. Rannard; Messrs. Whaley, O'Hare, Wilson (Robinson & Co.), Pugsley (Hudson's Bay), McCurdy, Adamson and Roland.

Finance committee — Chairmen, Messrs. Connell and Markle; Messrs. Markle Connell, Kelly, Burns, Peace, Treleaven, Grassby McCracken, Osborne (Gas Stove Dept.), Stanwood, Chevrier, Rannard, Dudley, Biggs, Belivean, Banfield, Bull, Humphries, Gynn, Orr, Hollingsworth, Osborne (Jaeger Co.), Lang, Kilgour, Strain and Campbell (Treleaven & Campbell).

SERVICE DEPARTMENT

Editor Canadian Grocer,—Will you kindly give me the name of the manufacturer or distributor of Soldiers' Friend Brass Metal Polish.

MANUFACTURERS' AGENT,
Nova Scotia.

Editorial Note.—We have not been able to find manufacturer of this polish. Can any of our readers supply this information?

PORT STANLEY GETS LONDON GROCERS' PICNIC

At the last regular monthly meeting of the London, Ont., Retail Grocers Association, it was decided to have the Annual Excursion to Port Stanley this year on Wednesday July 19. This is the first time in the history of the association that it will go to Port Stanley. It will be more in the nature of an "Old Time Picnic". Other years the grocers ran an Excursion to Detroit, Toronto or Niagara Falls; then they would wind up the Wednesday half holidays with a picnic at Springbank. The games and sports will be carried on this year at Port Stanley. It is an ideal spot on Lake Erie, and the newly Electrified London and Port Stanley Railway will give an hourly service to the lake side, so those that cannot go down in the morning, can take the afternoon off. Committees were appointed to look after games, transportation, etc.

MERCHANTS CHARTER BOAT FOR THE SUMMER

A novel idea following the organization of the Retail Merchants' Association in Penetanguishene has been worked out. The association in that town has chartered the passenger boat, "Electric," to look after their interests in connection with the summer tourist trade among the islands in Georgian Bay. This is something new for an association to undertake and it will certainly be interesting to follow the operation of this plan throughout the summer season.

Why Laundry Soap Prices are Maintained

Large Canadian Manufacturer Points Out That Makers Are Getting Good Price For Their Glycerine, Which is a By-product—Raw Materials For Soap Are, However, Away Up—Tendency for Toilet Soaps to Advance is Greater

THERE has been considerable discussion of late among the trade in regard to advance in prices of raw materials used in the manufacture of laundry soaps, and it was the opinion of many that we might see an advance in this line.

Canadian Grocer took this question up with the president of a large manufacturing concern and quite an interesting situation is to be observed.

"Yes, it is true," replied this authority, "raw materials used in the manufacture of laundry soap have certainly been advancing lately. Tallow, grease, caustic soda and chemicals of various kinds have all advanced in price which means that it is costing us more to produce the soap. On the other hand, glycerine which is a by-product of soap an. which is therefore manufactured in soap factories has also advanced greatly in price and this has sort of balanced matters in so far as actual profits on the soap are concerned.

"Glycerine is used for ammunition purposes and there has been such a demand for it since the war began that prices have gone up exceedingly high. On the other hand the glycerine only represents about 10 per cent. of the manufactured product, the soap itself being 90 per cent. of the actual material used in the manufacture of both. But the high price of glycerine has tended to keep down laundry soap prices. Manufacturers realize that any advance they might make in soap would mean an additional 1c per bar at least to the consumer, and they believe this would disturb present conditions considerably. Therefore, we are doing our best at the present time to maintain present prices."

He added further: "While this pertains to the present and the immediate future, we cannot tell what is going to happen months ahead. For instance, caustic soda has advanced greatly in price but manufacturers to-day, or at least the majority of them, are using caustic soda bought on contract before the heavy advance and this is assisting them in turning out soap at a fairly reasonable price. When manufacturers have to go into the market again for this caustic soda it is going to mean a further rise in their manufacturing costs.

"With toilet soaps, the situation is somewhat different as we have to contend with heavy advances in price of wrappers, cartons and especially perfume, etc. Already several advances have been made in toilet soaps and the future is more uncertain than is that of laundry soap. In other words, there is a greater tendency among toilet preparations to advance than among the laundry soaps.

"Soaps made with carbolic acid are, of course, costing considerably more than before the war in view of the heavy demand for carbolic acid and the consequential very great rise in price."

A wholesale druggist tells us that carbolic acid has been no less than $1.95 per lb. higher since the war started than before it. This represents an advance of about 700 per cent.

It was also pointed out by this soap manufacturer that Canada does not produce to-day sufficient tallow and raw materials for the manufacture of soap. This means that certain quantities have to be imported from Chicago and other large packing centres.

What London Thinks of Tea Prices

Canadian Grocer Has Interview With Tea Man Who Recently Returned From Trip to Old Country—Heavy Consumption Forcing Up Prices—Future Yet Uncertain

"YES, there has been a monumental advance in the price of tea since the first of the year," pointed out P. C. Larkin, of the Salada Tea Co., who returned from a two months' business trip to London, England. "Common teas have advanced no less than 4d. or 8c since January 1, 1916, to date," added Mr. Larkin.

"Fine teas which are of course, not so dependable as a market index are nevertheless up from 4 to 5c. All teas are apparently en route for materially higher prices. London teamen talk of nothing else. Heavy as were last year's advances from time to time, they bid fair to be put in the shade by the market this year. There has been no less an advance than eight cents on common tea from January 1 to May 1. With seven months still to run, keeping up at that rate the tea market may be in a critical state by the end of the year."

"What is the reason?"

Tea Consumption Expanding

"So far as one can see," replied Mr. Larkin, "tremendous consumption is the only reason. Teamen seem agreed about this. There is nothing new or unusual about the market. Certainly it is not in any way a speculative market. Speculation has indeed been eliminated. Legitimate expansion in tea consumption is the real reason. The public everywhere in all countries, is drinking more tea, and this is certainly true of England. All new teas as soon as they get to the London auction are eagerly snapped up. There is no diffidence at all on the buyers' part; the only question is whether enough tea comes forward or not. That buyers are able to take all that is offered and more is abundantly proven by the advances which take place, a farthing or a cent at a time, as the case may be."

"There was confidence on the part of a great many teamen in London that as soon as the last Budget was down and it was found there was no tax on tea, the tea market would almost collapse, or at any rate, become materially lower in level. You know how the opposite has taken place. Although there was no tax on tea and all possibility of any being passed by the Budget coming down, the market held up absolutely firmly: more it continued to advance at every auction and it was difficult for buyers to get requirements. This is a staggering thing, all things considered to teamen. It has one effect. It proves beyond the peradventure of a doubt that there is no false or unusual prop to the tea market. Heavy consumption is the reason why it is as high as it is. I did hear one teaman remark that the Chancellor of the Exchequer, Mr. McKenna, recently stated something to the effect that 'tea might be attended to in July,' but I do not think even this has had any effect in bolstering up the market."

"A teaman in London made the state-

ment to me recently that within about a month in his estimation, we should see the commonest teas in London at 1/2 or 28c a pound at auction."

"What do you think of this, yourself?" Canadian Grocer asked.

"Well, I don't know. If the very commonest teas are going to be 28c within about a month's time, certainly the tea market is in a very unusual condition. It might happen of course. In fact there is no reason why not.

"What would be the effect on prices here; they surely could not remain at the same level?"

"Well, hardly," replied Mr. Larkin.

"If common teas were as high as 28c, what would fine teas be, and if that were the London price they could scarcely be sold at the same level as at present in Canada?"

Possible Effect Here

"It must mean higher prices. Of course, the statement that common teas might go to 28c in London within a month is one man's opinion. I would not say it is my opinion. I would not even say it is the general opinion. As a matter of fact such strange things have happened recently in the tea market, along the line of advancing prices that everything is possible."

Nevertheless, if common teas were 28c at auction and taking into account the extortionate freight charges, etc., the cheapest tea to the consumer would have to be about 50 cents.

Discussing the quality of teas, Mr. Larkin told Canadian Grocer that at the Ceylon auction three weeks ago the finest teas were offered there that were sent to auction for a period of six years. This was the general opinion.

"The quality of all teas coming just now is exceptionally good," he added. "Last year of course it was different. We were grumbling about poor quality stuff. This was reversed for a time this year. Quality at present offering to the auctions is tapering downward a little however."

Difficulties in Cocoanut Supplies

Freights and Government Regulations Have Boosted Prices, Says a Canadian Cocoanut Authority—On Ceylon Nuts Freight Rate is Now 8 Cents Per Pound — West Indian Steamers Often Pass Up Cocoanuts and They Spoil on the Wharves

From an authorized interview with J. H. McLean, Canadian Cocoanut Co., Montreal.

FOR twenty years the cost of cocoanuts to the trade has remained the same while manufacturing costs were steadily mounting upward. Came the war and the inward pressure of distended costs could no longer be ignored and the shredded cocoanut which sold so long for 13c a lb. advanced to 16c with orders piling up so that it is hard to get at that.

The cost of sugar and packing material have aided in the increased costs but the principal cause goes deeper. The market is nearly bare. Manufacturers are buried in a landslide of orders and handicapped by a lack of supplies which at best are at greatly advanced prices. The root of the trouble is the irregularity of these supplies. And this again is chiefly due to a misguided effort on the part of our own government to aid the industry. Within a comparatively recent time the duty on the Ceylon product was lifted and the market flooded with goods from there to such an extent that the Canadian industry was threatened with extinction. Relief was applied for. The Ceylon duty of 1c a lb. was put back and the duty on West Indian cocoanuts of 25c a bag to Canada was lifted conditionally. This condition was that the goods be shipped in via Halifax on a semi-subsidized line of steamers that also required Government assistance. The result was not so bad until the war came and shipping rose to a premium, since which time the one West Indian-Halifax steamer has had so much choice of cargoes that a mere matter of cocoanuts spoiling in thousands on the wharves down there becomes of secondary importance. Ships are glutted with freight business and all but choice cargoes must wait indifinitely for carriage.

Heavy Freights in Ceylon Goods

Ceylon goods are thrown out of this market by the duty and the vastly increased freights from there—now 8c a lb.—so that the whole load is transferred to the West Indian nut. It lies in many cases out on the wharves deteriorating in the weather.

And when a cargo is shipped, it is usually taken out of its course and exposed to all the rigors of the sudden transition from a tropical to a north Atlantic climate. If it were allowed to come by way of New York this feature would be obviated. And this the manufacturers would do if allowed to follow their own methods. But the Government dictates otherwise. The freezing of a cargo ruins it, and this often happens on the northern route. So the trouble as well as being one of a freight shortage that governmental regulations intensify, is increased by the damage to the raw nuts that prevents the manufacture of a first-class product. For the Government rules that if the nuts are brought in by way of New York the duty of 25c a bag is automatically reinstated. The duty on U. S. goods is such that no relief can be expected there. The Canadian manufacturer upon whom the trade in this country depends is at the mercy of conditions over which he has no control but which could easily be improved. The Government seeks to aid him as it might seek to feed a hungry man by leading him to a well laden table; after carefully tying his arms so that he could not help himself.

Big Advances Since the War

Previous to the war the nuts were laid down here at from $2.90 to $3 a bag; now they cost $6.25 chiefly because of the advance in freight from Kingston, Jamaica, from the old rate of 77c to the present one of $2.19 a bag. And prices have been asked of $50 a thousand or $5 a bag at Jamaica in addition to the freight of $2.19, duty 25c and war tax 25c. Ceylon goods which were formerly laid down here for 4c a lb. are now subjected to a cost of 8c for freight alone.

A great change has occurred in the whole process of manufacturing. Originally the product was a patented article, marketed only in rough chunks that required soaking over night in milk preparatory to using, and strongly cured in sugar and starch preservatives. It was in '83 or '84 that the first shredded cocoanut was produced after the expiration of the old patents threw the industry open to competition in manufacturing. Now the product is offered in all its pristine softness and moistness of sweet milk and the small amount of sugar used is only for the purpose of bringing out the full flavor and in no sense as a preservative.

Requires Careful Attention

The keeping of the finished product is not the least factor in determining its quality on the table. It should be kept cool and dry and away from all odorous articles like mustard, spices, coffee, matches and coal oil. It is more susceptible than butter. An excess of dampness or of heat; even the glare of the sun in a show window will injure it beyond repair. Dryness and an even temperature are essential.

Tables Used for Unit Displays

Crompton Grocery is Arranged to Make an Appeal Through Its Tasteful Arrangement and Cleanliness—Window Displays and Advertising of Few Special Lines on Certain Days Help Get People Into Store—Under Same Roof as Big Dry Goods Business.

From special interview with Bert James, Brantford, Ont.



The attractive looking Crompton Grocery store, Brantford, Ont., of which James Bros. are proprietors. Cleanliness and unit displays are the features.

THE Crompton Grocery, Brantford, Ont. of which James Brothers are the proprietors, was fitted out with a view to presenting an attractive and clean store. This grocery store was opened last November at the time of the occupation of the large new store which E. B. Crompton & Co., built for their dry-goods stock. Space in the new store is leased by James Brothers who have been directing their efforts toward building up a business in keeping with the fine store building in which they are located.

Although the grocery is located in the basement, the lighting system has been so arranged as to make it just as desirable as if it were located on the ground floor. The store is a spacious one and care is taken to see that it has not a cluttered or crowded appearance. The basement is used on one side by the glassware and crockery department of the Crompton store and on the other side by James Brothers grocery. There is no dividing wall or partition between the two departments. The only divisions made are the round supporting pillars which are utilized to good advantage to make suitable display space for various articles in the store.

In the centre of the store is the cashier's room and bookkeeping department This is very handy to every part of the store. When the goods are purchased the counter checkbook form is handed to the customer who steps to the cashier's section and makes payment. One of the attractive features about the cashier's section is the blending with the other parts of the store. There is none of that cagework or grill work that reminds one of the interior of a bank, with all its wire network of cages and cashiers' coops. In the James grocery the cashier's section comprises a narrow counter, four-square, with approaches from all sides. In the interior and slightly lower is the cashier's desk which extends all around the interior of the compartment. The arrangement brings the customer at once into close touch with the salesman and the cashier as soon as the sale is made.

Tasteful Arrangement of Goods

The arrangement of the goods is most tasteful and advantageous both for the purpose of display and for convenience to get at. In the centre of the store are small tables on which special displays are made. The goods on these tables are changed from time to time. They are made of a reasonable size in order that they will not have a banked-up appearance. A few articles tastefully arranged will attract the eye more readily than many articles arranged imposingly on a larger table. There was one table for bread, another for lemons, one for maple syrup, another for canned goods and one for honey and seeds. Nuts, fancy cakes, peels, spices and commodities of like nature are arranged under the counters in drawers which have a special display end where the customers can see the article under glass.

James Brothers believe in the efficacy of good newspaper publicity as a means to get business. Their Friday advertisement for the Saturday campaign usually runs three-quarters of a page. They believe in the business-pulling power of live advertising and consequently take much pains to make an effective appeal. Their advertisements are well worded and the typographical arrangement is such as to make an effective appeal.

Since the firm has but recently taken up their new location, their methods must necessarily be suitable for the building up and establishing new trade lines. To this end they realize they must endeavor to get people into their store just for the purpose of seeing it and in order that they may get acquainted with their goods and methods.

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LABELS NOT COMPLYING WITH LAW

IN conversation with Canadian Grocer the other day, H. J. Dagar, food inspector for Toronto district, pointed out more attention should be given to labels on foodstuffs, so as to bring the labels and the goods within the law, as laid down by the Adulteration Act. While the Adulteration Act permits compound and mixtures to be manufactured under certain conditions, yet it says that the package containing every such article of food manufactured and exposed for sale, "must be distinctly labelled as a mixture in conspicuous characters, forming an inseparable part of a general label, thereon bearing the name and address of the manufacturer." This applies to any articles of food (not injurious to health), when mixed together as a compound and offered for sale as such.

Mr. Dagar states, that labels are placed on compounds and mixtures which do not comply with the above regulation. For instance, he says, sometimes the word "mixture" or "artificial," is written in exceedingly small type so that it is very difficult to read. He maintains that this word should be printed in as large letters as the name of the article itself. In the case of some extracts which are compounds, he says the word "artificial" is so small that it can scarcely be seen.

CANADA IS PROSPEROUS

IN conversation recently with three salesmen, one of pianos, the second a retailer selling jewelry, and the third an automobile salesman the statement was made by each that the last six months had been by far the best business period since the first half of 1912. The piano salesman said that within six months he had more than doubled his sales. He is in the West.

The man who sells jewelry across the counter says that the last six months is almost to a dollar, one hundred per cent. better than the half year which preceded it. He is in an Eastern city. He makes the very important point that the people who are buying are not the rich folk, as we regard them. They are average people.

The automobile salesman has sold twice the number of autos within six months that he did in the six that went before.

These three testators all witness to a common fact—*Canada is prosperous.* The people are prosperous. War orders have cleaned up unemployment and set not only many manufacturers but their employees on their feet. The dark days of a year ago have vanished. Many workmen, whose business is the laboring end of iron and steel for munition purposes and wool and such for export purposes are well to do. They are spending their money; witness the three salesmen quoted above. Labor, too, is extraordinarily highly paid just now. So many men leaving the country has resulted in this condition. The worker to-day is at a premium. Therefore he receives more than usually satisfactory emolument.

The point in all this for the grocer is that Canada really is prosperous. Prosperity has come slowly and for a long time signs of its coming were hardly believed, for our faith was small. But it is here. Grocers are proving it by their order books daily. They should believe that prosperity is here and now, and take full advantage of the fact. When the feeling in the country is good, is no time for the salesman to slack. If trade is coming easily it is no reason why the trader should sit down and twiddle his thumbs and let things come to him. The fullest and completest benefit from Canada's prosperity will come to him who takes active advantage of it. It is not enough to hustle when times are bad. Hustle now, when times are good. Cash in on Canada's prosperity.

OUR LOBSTER TRADE

THERE is consternation in the lobster circles in the Maritime Provinces because it is learned that the French Government has prohibited the importation into France of lobsters, declaring lobster to be a luxury. For some time there have been various rumors that some such action would be taken by the British Government. Fortunately, this has not materialized, and nothing is heard immediately to the effect that it will.

The trade in exporting lobsters is largely handled by the Maritime Provinces. It is an extensive business, amounting to over three millions a year. Great Britain takes a large part of what is exported. France's share is about 40,000 cases, which is worth about 800,000 dollars annually. This loss by French governmental action is serious. It is claimed it cannot be made up in Britain or America without demoralizing prices in both these markets. Such a loss is considerable, from the point of view of the Maritime fisherman, who depends upon lobster fishing for his living.

Here is a case for the Trade and Commerce Department at Ottawa. Negotiations with the French Government should be opened, with a view to getting the latter to nullify its embargo. At the same time Canadian people themselves are not familiar enough with the lobster. This is particularly true of Upper Canada, and the Western Provinces, at a distance from the eastern home of this famous Canadian fish. Retailers have a splendid opportunity now of pushing sales in this particular line, and of familiarizing their customers with this appetising and wholesome food. The trade should endeavor to make it a staple article in Canada, rather than a luxury, or at most a semi-luxury.

"HOUSEWIFE'S" PRESIDENT CENSURED

THE enquiry into the affairs of the National Housewife's League of the United States, has resulted in strong censure of the president, Mrs. Julian Heath, of New York.

"A careful and impartial reading of the testimony," says the Deputy Attorney General, "shows that much that Mrs. Heath has done is open to criticism, to censure at once severe and merited. Her methods have been arbitrary and high handed; her conduct ingenious rather than ingenuous; her attitude toward the respondent corporation one of absolute control of ownership rather than of service.

"There may even be a grave question as to her good faith in creating or causing to be created various corporate bodies, which, while bearing names so similar to that of the respondent as to be calculated to deceive the unwary, yet possessed powers and conferred rights much more extensive than any which the respondent might assert under its charter."

These other corporate bodies are the Housewives' League Magazine, Inc., the National Housewives' League Education Committee, Inc., and the National Housewives' League in New Jersey. The report continues:

"Nevertheless, it may well be doubted whether all these acts now under examination have in any single instance represented more than Mrs. Heath's conception and belief of proper official duty, and fairness compels the finding that of actual and intentional malfeasance in office on her part the record is bare. Concerning the lesser officers of the respondent there is no need for separate comment. A finding in Mrs. Heath's favor of necessity involves a similar ruling for them."

The plea for the dissolution of the league cannot be entertained, since no grounds to justify such a proceeding were brought out at the hearings, Mr. Obermaier declares. He adds:

"As a matter of fact, the hearing brought out clearly the desire on the part of the complainant petitioner and of her supporting witnesses who were members of the respondent corporation, that it should not be dissolved, but on the contrary should be permitted to continue in existence for the performance and furtherance of its concededly laudable aims and purposes."

It would be interesting to know what these "concededly laudable aims and purposes" are.

EDITORIAL NOTES

THE financial statement is essential in the relationship between creditor and debtor.

* * *

CUTTING prices is certainly a queer way of increasing profits and yet it is generally resorted to with that end in view.

* * *

THE NATIONAL Housewife's of the United States League has had a somewhat stormy passage. The trouble all arose from the president attempting to run things—an "unusual" trait in woman's character.

* * *

ONE of the greatest troubles of the retail trade has been a misunderstanding of the word "competition." It has occurred to a few that the word could mean something else besides "price"—that there could be such a thing as competition in service, in quality, in suggestion, in originality; but to the great body of merchants, both large and small, it has meant only "price."

* * *

THE INCREASE of interest in Canadian maple sugar in Britain is a remarkable illustration of the growth and development possible to a small industry in these war times. The last two years have shown a steady growth in this respect. Starting from nothing, last year there were 40 tons sent over. This year promises much more and what is of greater importance—the building up of a permanent export trade in this unique product.

Conclusion of Saskatchewan R.M.A. Convention Report

Co-operation for Credits and Cash

Speaker Claims Credit Business is Profitable if Credits Are Intelligently Handled—A New Channel of Distribution—Retailers Should Form Credit Bureau.

A LARGE number of members were present Tuesday evening to hear an address by H. O. Roberts on the different phases of business life. Mr. Roberts treated several subjects as follows:

The catalogue house people were in business to make money. They had unlimited capital. One firm in Chicago did $120,000,000 worth of business last year, he was told. The speaker explained how their business was conducted. The catalogue house of this size had $5,000,000 on hand every week of the customers' money with which to buy goods, owing to the length of time it took to transact business. The catalogue house did business with merchandise which has more than overhead expenses, and with cash customers. He sold goods in the towns with a reputation which satisfied him. They knew where to ship a carload of catalogues. They did not spend money recklessly advertising.

"When you go home watch your depot for at least thirty days and you will find goods on the platform for cash customers," continued the speaker. "Find the names to whom goods are being shipped."

The speaker said he had a little rule which worked out well in Minnesota. A town of 5,000 would have $500,000 on their books. That rule had worked out in this state at any rate. It might be a fine thing if everyone did a cash business. But there were many people who preferred the credit business.

It had been figured out that 98 per cent. of the entire business of the United States was done on credit. Credit was the largest leak in retail business to-day, yet credit business was the greatest opportunity offered the retail business to-day. This seemed to be contradictory, but the speaker believed it to be true. There was necessity for a plan whereby he could intelligently extend credit, and to do this the merchant needed co-operation. In the States they had credit bureaus, and in many cases their usefulness was through when they were organized, and when they got the merchants' money. In the United States last year there were 22,000 failures, of which 21,000 were small retailers and small manufacturers, and the large percentage failed because of the way they extended credits.

The Jobber

Between the manufacturer and the consumer there was the jobber and the merchant. The merchant had been a little slow, but the jobber and the merchant were waking up because of the catalogue house. But there was a new channel, and that was direct from manufacturer to merchant. The catalogue house had done more than anything else in helping the merchant in many ways. It had created in the mind of the consumer a number of things entirely new. The live merchant had found that out, and was trying to supply the demand.

The rules in baseball had been changed. The retail business also was an entirely different game to-day to what it was. The whole problem was that of knowing how to finance the game. There was a certain amount of money required to keep any concern going. A man who hadn't learned this should get out of the game. He was selling all his goods on account and buying all his goods on account. The farmer knew who was doing the reckless and careless business. He wouldn't sell you a horse or load of wood without getting something for it.

Credit Men

All jobbers had their credit departments and they got together and knew to whom to sell goods. If one man left the firm another man could be secured within 24 hours who knew the credit business from top to bottom. It was necessary for retail merchants to get together and organize a Credit Bureau.

Retail merchants were doing more to make dead beats than anyone else. The Credit Bureau was one way of helping a man out of difficulty. But a Credit Bureau was not a dead beat list. Minnesota retailers had on their books $50,000,000, he believed. No one else would be so generous as the retailer. The man who did not discount his goods was the man who was falling behind to-day. Through the Credit Bureau each merchant helped the other to collect his accounts.

Paid Up Business

One Bureau reported that 40 per cent. of the business had been paid up, some of them running away back to 1910. He advocated a Provincial Bureau for Saskatchewan, accounts to be checked up frequently. It would discover good customers, many of whom were better able to carry an account than the merchant. It would find the customer who was running up too many accounts. He would advocate merchants getting together and checking up the list every couple of weeks.

If retailers would only get together and talk over affairs, it would result in better business. The purpose of the Bureau was to secure credits when they were due. The speaker did not understand how a merchant with $5,000 capital could extend credit to a farmer for a year.

A Credit Bureau was only the beginning of co-operation. As a rule it was money well spent. It generally developed into a sort of a public interest league, and into co-operation along other lines, advertising, delivery, and so on. It would be possible to co-operate in warehouse space, with one general warehouse for a small town. It was good to get together in a "Paint-up and clean-up week." In some towns they had a pay-up week. In fact, there was no end of what could be done through co-operation. The bureau system helped the customer as well as the merchants.

Insurance Department Making Progress

Report of Association's New Department Submitted—Discussion on Business Methods of Merchants' Consolidated and Canadian Supply Co.

A GREAT portion of Wednesday was devoted to a discussion on two Western Canada firms, who are soliciting business from the retailers. Details are given in this article.

The report of the insurance branch of the association was also submitted and the work of the department was favorably passed upon by the members present.

Preventing Waste of Eggs

At the Wednesday morning session, a meeting of the Grocers' Trade Section of the association was held. Addresses were delivered by Prof. R. H. Baker, of the University of Saskatchewan, and W. H. Ault, of the Department of Agriculture, Ottawa, on the handling and marketing of eggs.

Professor Baker stated that the farmers and merchants of Canada lost huge sums of money each year through eggs deteriorating in value. Much of the loss resulted from thoughtlessness on the part of retail merchants who were often not particular about their methods of storing the eggs until they could be removed to a storage warehouse. Mr. Baker stated that eggs should not be placed where the temperature is 75 degrees or over.

Professor Baker said the railways also needed educational instruction regarding the handling of eggs and that station agents were often careless in allowing crates of eggs to remain in warm places or where the sun was beating down upon them. When eggs are stored in a room where the temperature is over 75 degrees they will deteriorate quickly. He stated, however, that infertile or sterile eggs will keep almost indefinitely. Prof. Baker also referred to the fact that few people in the province make a practice of preserving eggs. If the eggs are carefully candled there is no reason why they cannot be successfully preserved. Water glass, used as a preservative, is silicate of soda and you can get it at the soap works at prices ranging from 40c to 60c per gallon.

Mr. Ault, of the Department of Agriculture, Ottawa, stated that according to figures supplied by the poultry division, Department of Agriculture, at Washington, it was shown that losses on eggs occurred as follows:—69 per cent. occurred on farms, 17 per cent. in country and city stores and 14 per cent. during transportation. He was of the opinion that the same figures would also apply in this country.

"Much of this waste can be eliminated," said Mr. Ault, "and the department is carrying on an educational campaign to remedy the faults which exist at present. Retailers are asked to co-operate and assist in placing the egg business on a more profitable basis."

Merchants' Consolidated Discussed

At the afternoon meeting an opportunity was given representatives of the Merchants' Consolidated, Winnipeg, and of the Canadian Supply Co., Saskatoon, to place their propositions before the members of the association. This portion of the proceedings was closed to all except members in good standing, and the trade press representatives.

The representatives of the first named company was put through a severe examination by some of the members present, who claimed to have paid money towards a company with which the representative had formerly been associated and which as far as they knew went out of business. The representative answered the questions to the evident satisfaction of a number of the members. Some of whom freely admitted that they were directly interested in the Merchants' Consolidated. The objects of the company and its co-operative buying policies were outlined to those present. Details were given regarding the capitalization of the company and the manner in which it sells stock. Of the nine directors of the company six are said to be retailers. The managing director of the company is a former hardware merchant. According to the representative of the company, it is a limited liability company, incorporated under the Joint Stock Companies Act of the Province of Manitoba. The authorized capital is $250,000, divided into 2,500 shares of one hundred dollars each. The shares, it is said, are sold to the retail merchants of the three provinces at par. The company, it is



A. A. EVANS,

Outlook, Sask., newly elected President of the Retail Merchants' Association of Saskatchewan.

claimed, has been organized solely in the interests of western retailers to enable them to consolidate their purchasing power direct with the manufacturer and thus obtain better prices on all merchandise.

Several passages at arms occurred regarding statements alleged to have been made regarding the Saskatchewan Retail Merchants' Association in the M—Cee—L, a four-page monthly publication issued by the Merchants' Consolidated.

Figures were quoted to show the amount of business transacted by the company during the four months from January to April. Some details were also given regarding the number of merchants who are patronizing the company.

Canadian Supply Company Discussed

J. L. S. Hutchinson, president and managing director Canadian Supply Co., Saskatoon, was then called upon to address the meeting regarding the progress he had made along lines suggested at the convention a year ago. Mr. Hutchinson outlined what had taken place at the convention a year ago when he was authorized to investigate and see what could be done towards securing goods which the retailer could sell at the same price as the large mail order houses.

After a great deal of study and careful investigating a plan was submitted in the form of a wholesale company, which was endorsed by the executive. No one man can hold more than $1,000 stock. We sell shares at $100 each. We are trying to compete with the mail order houses. In order to show how one large mail order firm is going ahead I am going to quote figures which I recently clipped from a paper stating that this company's turnover last year was $75,000,000, of which approximately $50,000,000 was done in the West.

You may also be surprised to know what a large mail order house is doing in Saskatoon. On March 1 of this year they opened a distributing warehouse at Saskatoon, and for 90 days average five cars of goods sent out daily. To be exact they sent out 460 cars of goods in 90 days. They have already made the statement that their business from March 1, to date, has exceeded what they had expected to do for the whole year. And what is more they are selling retail at their Saskatoon branch.

We must take off our hats to these people even though they are unfair competitors. We are all live merchants catering to a consuming public. Don't you suppose that if we get together and form our wholesale company we can compete with these people. The only thing between us and the public to-day is the question of high prices. More retailers to-day are able to pay cash for their goods than ever before, and if we want to do business successfully we must have cash.

At this juncture it was announced that time for adjournment had arrived, and it was decided that Mr. Hutchinson again take the matter up at 9 o'clock in the evening following Mr. Roberts' address on "Community Interests."

At 9 o'clock to a closed meeting Mr. Hutchinson outlined the plans along which the company hoped to work, how dividends would be paid, etc. He outlined the progress made along the lines suggested by the association's executive a year ago. A number of members told how they had bought goods, and quoted figures to show how they had made money by buying through the company.

At 12 a.m. the meeting was still in progress with about 200 members present. When Mr. Hutchinson had finished his address the association by a unanimous vote endorsed the Canadian Supply Co., and a number of members proceeded to take stock in order to equip the company.

(Continued on page 35.)

Changes in Nicholson & Bain Firm

Mr. Nicholson Retires and Donald H. Bain Becomes Head—Branch Managers All Retained—History of This Firm.

WINNIPEG, May 25.—(Special). Manufacturers, jobbers and brokers connected with the grocery trade will read with interest of a change which occurred recently in one of the largest wholesale grocery commission houses in Canada—Nicholson & Bain of Winnipeg with branches in Regina, Saskatoon, Edmonton, Calgary and Vancouver. The partnership existing between Donald H. Bain and Edward Nicholson has been dissolved, Mr. Bain having purchased all the interests of the latter. The name of this firm will, in the course of the next sixty or ninety days, be changed to Donald H. Bain Co. The change in the personnel of this business will in no way affect its operation as for some time Mr. Nicholson has not been actively connected with the firm, its interests being looked after by Mr. Bain and the firm's various branch managers throughout the West. The organization of Nicholson & Bain remains the same, with the exception of the withdrawal of Mr. Nicholson.

This is one of the oldest grocery commission firms in western Canada. It came into existence in 1885 under the style of W. F. Henderson & Co., and when Mr. Henderson died in 1900, Nicholson & Bain succeeded. Both Mr. Bain and Mr. Nicholson started as young men in the Henderson business.

Mr. Bain will have associated with him the branch managers and staffs of the former company. Most of Nicholson & Bain's western managers have graduated through the home office in Winnipeg. The sales end of the Winnipeg office will be looked after by Frederick Archibald, who has been associated with the firm for some fifteen years, and F. Newson; while the office will be in charge of L. C. Powell. The various western branches of the firm will be in charge of the following: Regina manager, J. A. Rollo, assistant manager, George Dent; Saskatoon, Arthur Higenbottam; Edmonton, B. M. Henderson; Calgary, H. C. Andrew; Vancouver D. C. Boyce.

Donald H. Bain the new head has spent practically all his life in Western Canada, and, as already stated, started with W. F. Henderson & Co., as a boy. This has been his life work. In addition he is prominently known throughout Canada as being an exponent of clean amateur sport. At some time or other he has held Western Canadian championships in skating, bicycling, trap-shooting, gymnasium work, and has acted as captain for various football and lacrosse teams during his school and college days. He was for a number of years, Captain of the famous Victoria Hockey team, which held the championship of the world for some years, this team having been composed of young business men in Winnipeg who to-day have shown the good results of their training in athletics, and are now heads of some of the most important firms in Western Canada. Mr. Bain has travelled extensively in Europe and elsewhere in the business interests of his firm.



DONALD H. BAIN, Winnipeg.
Head of the Donald H. Bain Co., successors to Nicholson & Bain, commission agents, Winnipeg.

Letters to the Editor

GOOD EXAMPLE OF PROFIT FIGURING

Editor Canadian Grocer:

Dear Sir,—Your article in the issue of May 5th, entitled "Figuring Profits Correctly," is very good, but might be made clearer with an example for the guidance of many merchants who are not figuring correctly.

The following is a method which I clipped from "System" last year and gives all details:

Selling price always taken as 100 per cent.

Cost to do business, 20 per cent.

Net profit desired, 10 per cent. to 30 per cent.

Cost $1, equals 70 per cent. of selling price.

Dividing the cost $1 by 70 gives the selling price of $1.54.

Yours truly,
Redcliff, Alta. H. A. IRELAND.

U.S. TEA CONSUMPTION

Toronto, May 13th, 1916.

Editor Canadian Grocer:

Dear Sirs,—In a recent issue (clipping from which we enclose) you quoted the United States as being the third largest tea drinking nation, and its consumption to be 7 lbs. per head, per annum. We are quite sure that with your knowledge of the tea trade, this must have passed you by mistake.

"As a matter of fact the United States consumes about 1 lb. per head, per annum, and uses very little tea when one considers that its near neighbor, Canada, consumes nearly 5 lbs. per head per annum."

"TEA PACKERS."

FOR CREDIT APPLICANT INFORMATION

Editor Canadian Grocer:

Dear Sir,—Referring to your article on "Daily Battle Around Bad Accounts," in issue of April 28 (Spring and Summer Sales Number), which we have read with considerable interest, we enclose a credit enquiry form which is issued by the Retail Merchants' Association of Canada, Calgary branch, which has helped us considerably in obtaining information from prospective charge customers. This enquiry form seems to us to cover the ground more fully than either of the specimens shown in the article alluded to, and some of your readers, outside of this city, might wish to copy it.

Yours truly,
S. G. FREEZE. (per W.H.C.)

CREDIT ENQUIRY FORM

Issued by the Retail Merchants' Association of Canada—
CALGARY BRANCH

My full name is .....

Present Address .....

Last Address .....

Tenant or Owner? .....

My (husband's) present occupation is .....

Where Employed .....

How long Employed .....

I will pay in full on the.....day of each month

Amount of credit wanted, $.....

At what stores did you last trade on credit .....

.....

Bankers, if any .....

Give other references .....

.....

I do not owe any past due accounts elsewhere: I make the foregoing declaration for the purpose of obtaining credit, and I declare it to be true in every particular.

Signed.....

Date.....

Form adopted by the R. M. A. Calgary branch, for looking after new credit customers.



THE CLERKS' PAGE



Why the Junior Was Fired

By E. A. Hughes

I WAS in a store the other day and benefited by an object lesson along the lines of the necessity for accuracy and care in detail.

This grocer—let's call him Smith, it's such an unusual name—called the junior to him. I would judge the latter was a boy about seventeen.

"Don," he said, "here's an order just come in. It's for Mrs. Strict, down on the Jamieson Block. She's the woman who was sore on us the other day for leaving out the jellies from her parcel. Remember, Don?"

Don looked very solemn. "I think someone did forget something from her order," he murmured.

Smith's eye twinkled. "I seem to remember it too, Don," he replied. "However, you can handle this O.K. Here's the list, I took it down over the 'phone, and read it off to her. Pack it up, and for the land's sake be careful. When Mrs. Strict is going to call on someone, I'd rather she'd choose somebody else. Don't make a mistake, Don."

Don went about his work whistling "Good Luck to the Boys of the Allies." Every now and then he would break off. "Two cans of salmon," he murmured, as he worked his way down to the bottom of the order. And, again, "Ten pounds of sugar" and "cloves," and so on, noting each one.

He got a soap box such as the store used for fairly big orders and put in one after the other Mrs. Strict's groceries. He got them all in, when one of the other clerk's asked him to slip across the road to the cigar store and get change for a ten spot. Don went and brought back the change, handed it to the other clerk, and stood whistling in front of Mrs. Strict's order again.

"Now, let me see. I went over those things," he said to himself, "before I went across the street. Guess I don't need to go over them again. They're all right."

"I don't know, Don," suggested something inside him, "I don't know whether it wouldn't be just as well to run over them again and make sure."

"Oh, blow that," said Don in reply to himself. "The order's all right." With which he put it on his shoulder and took it out to the delivery wagon, and himself drove round to Mrs. Strict's.

That somewhat austere and frowning madam expressed the hope that everything was there.

"Oh, yes," replied Don, certainly. "Oh, yes; I made up the order myself," he added as an extra guarantee.

Well, to cut a story short, Mrs. Strict called up about half an hour later and raised Hail Columbia with Smith, the grocer.

"Where the blank blank," she said (only, of course, in those feminine words and tones which the gentler sex always uses) "is my jellied tongue and pressed beef?"

When she got through talking, Smith was next door to deaf, and not unnaturally annoyed.

He sent for Don, and he told him what had happened.

Then he fired him!

"Sorry, Don, but there it is, in a nutshell. You're not careful. I'd rather you were longer about a job, and took more pains about it. But you're always so infernally careless that you're losing me customers. If I keep you, I'll lose them. If I let you go, maybe I'll be able to keep them. For the land's sake, my boy, take yourself out of yourself and give yourself a lecture on the importance of taking pains. You'll lose many a job if you don't."

* * *

Poor Don! I was sorry for him. But maybe it taught him pretty early in the game the necessity for taking pains. And though he lost a job, if he learnt that lesson, he's well off!

HOW DO "PINES" GROW?

Recently, there was a discussion going on among two or three grocers in Toronto as to whether pineapples grew in the ground or on trees. A number of grocers and lots of other people probably couldn't be exactly sure of the answer if you asked them.

Of course, they grow on the ground, in a patch. The encyclopaedia says:

The pine apple takes its name from its resemblance to the pinecone, but the title is misleading for it grows on a low, spreading plant. Its native home is tropical South America, but from there is was long ago carried to every tropical and semi-tropical country, and is in in Northern Europe raised under glass for wealthy private trade. It is one of the most satisfactory of sub-tropical crops, bearing freely, having few insect enemies and being particular only in the matter of moisture—too much rots the roots and too little reduces the size and juiciness of the fruit.

A new pineapple patch is set out in the ground, with slips, either the crown cut from the ripened fruit or the shoots which grow directly under it. The new plant takes from eighteen to twenty-two months to ripen its first fruit. When the pines are cut, the plants send out new suckers which produce a second crop, the same process giving generally a third crop. The plants are seldom allowed to bear after the third time, as the fruit then begins to deteriorate.

The first sign of a fruit is the appearance of a tiny "crown," which develops slowly into a miniature of the matured pineapple. The flower has but little odor, and even a field of fully ripened pines has less fragrance than would be expected from a fruit so pungently sweet. With miles of pineapples ready to be harvested there is really little perfume unless one happens to be bruised or injured.

In the West Indies, the source of many of our fresh pineapples, there is a well-recognized division of the product into "field pines"—the little hard, reddish fruit which sell from ten cents up on city fruit salls—and "garden pines," which are to be found in fancy fruit stores at considerably higher prices.

Most of the Florida fresh fruit is very good in quality and is improving every year, but the total possible crop there is comparatively small.

In buying fresh fruit for immediate consumption, select those which look yellowish on the smooth surface, though this is not conclusive proof of ripeness. If one of the lot prove unripe set the remainder aside and hold them a few days—they are not likely to spoil and will soon mellow. Ripening storage room must be kept at an even temperature of about 65 degrees to 70 degrees Fahr. It is a good idea to wrap each fruit in thick paper when setting to ripen.



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec and Maritimes

Emile Ste. Marie, of Dupuis and Marie, grocers of St. Lambert, Que., died recently.

Woods & Parks, Bridgetown, N. S., have dissolved, and C. L. Wood will carry on the business.

J. A. Ruddick, Dairy Commissioner of Ottawa, was in Montreal during the week.

At a recent meeting of the Eastern Townships Dairymen's Exchange it was decided to oppose the tax placed on creameries of Quebec province to help pay the expenses of Government inspectors.

Arthur Le Rocque of Lachute, P.Q., has given up his hotel business on account of prohibition restrictions, and will carry on a wholesale and retail flour and feed business.

John Donaldson, buyer in Calcutta for John Duncan & Co., accompanied by his wife, is in New York en route to Montreal and Scotland, at which latter place he will visit his parents and old home.

The department store business of James A. Ogilvy & Sons of Montreal has been purchased by Murray-Kay of Toronto. The new management expects to introduce a grocery and provision department in the fall.

The following were introduced on the Montreal Board of Trade during the past week: J. Martin, New York; J. Friedman, Ottawa; J. R. Pearson, Asbestos; A. G. Watson, Halifax; T. W. Young, Revelstoke, B.C.; E. R. MacDonald, Sudbury.

The following were introduced on the Montreal Board of Trade during the past week: E. R. MacDonald, Sudbury; N. J. Brogan, Chicago; Capt. Webb, London, Eng.; J. A. Walsh, New York; J. E. Furness, Halifax; S. Antonion, Liverpool; Geo. Clarke, New York; L. G. Nickles, Toronto; E. M. Wolcott, Demerara.

J. E. Bailey, bookkeeper for ten years for D. Hatton & Co., wholesale fish merchants, of Montreal, passed away last week, and was buried at Hawthorne Cemetery. The late Mr. Bailey was born in London, England, and was in the fish business in Folkestone before coming here.

James McMaster, who has conducted a grocery business in Fredericton, N.B., for the past year, is closing his store and will leave for his former home at St. George, where he has accepted a position as head clerk with John Dwyer & Sons. During Mr. McMaster's stay in Fredericton he was employed with John Gibson & Son for a number of years.

The death is announced of one of the best known and highly respected wholesale fruit merchants, namely, John Caldwell, of John Caldwell & Co., Montreal, Que. Starting in the retail business thirty-five years ago, and gradually increasing his business until the time of his death, Mr. Caldwell built up a large wholesale fruit and produce commission business. He leaves a widow and a grown-up family of four sons and two daughters. The widow with the assistance of her sons and the same staff will continue the business under the same name.



THE LATE JOHN CALDWELL,

Mr. Caldwell was a wholesale fruit merchant in Montreal for many years. He passed away recently.

The Workmen's Store Company, a co-operative concern in the mining district of Cape Breton, is taking steps to enable it to borrow money either by mortgaging its whole undertaking, including real and personal property or on promissory notes, or on bonds and debentures of the company, and securing payment by mortgage of all its property, real and personal, or any part of it. The company also asks the legislature for power to sell the whole undertaking, but it is provided that this power shall not be exercised without the sanction of a majority vote of the shareholders present at a special meeting.

Ontario.

Chas. Bluson, of Hamilton, grocer, has sold to Alvin Chase.

John Taylor, of Hamilton, grocer, sold to F. W. Vanluven.

William Elliott, head clerk for T. A. Rowat & Co., London, Ont., has undergone an operation for appendicitis.

J. J. Alexander, London, Ont., has removed across the street from his old store on the Hamilton Road.

A new canning factory is being erected on the Fifteen Hill near St. Catharines, Ont., on the Haven's farm.

J. S. Donaldson & Co., grocery brokers, have removed from Front street to 16 Wellington street, east, Toronto.

All retail merchants of Simcoe have agreed to close their stores every Thursday at 12 o'clock noon, during June, July and August.

Charles W. Strong, for many years a resident and merchant of Wolfville, Ont., and a grocer there, died after an illness of several months.

Welland merchants will close their stores on Wednesday afternoon during June, July, August and September. A petition was sent to the different merchants and all signed but one.

Ald. A. W. Palmer, grocer, on the Hamilton Road, London, Ont., was made chairman of the Board of Works, lately. The city roads will be well looked after by Adam—he drives a car.

The retail merchants of Preston were addressed in the Council Chamber by Provincial Secretary W. C. Miller of Toronto, who outlined the work accomplished by the Retail Merchants' Association in the past and the good which might be done. Those merchants present signed up for membership and Mr. Miller has been busy since getting the remaining merchants of the town to sign up. A meeting will be held in the near future when officers will be chosen.

Western Canada

C. A. Shier, of Colonsay, Sask., is succeeded by C. A. Shier & Co.

W. H. Escott., of the W. H. Escott Co., Winnipeg, returned last week from a business trip to Minneapolis

Mrs. Tilly Deroche has purchased the Crown Grocery, 412 Burrows Ave., Winnipeg.

David McLay, formerly with Nicholson & Bain, Edmonton, has been appointed head bookkeeper for the W H. Escott Co., Winnipeg.

The Kerrobert Mercantile Co. has succeeded the Rex Fruit Co. in Kerrobert, Sask., and will enter the wholesale trade.

Biggar, Sask., has a new store in the Empire Store, operated by Mr. Perilmuter. It is a departmental store, and will carry a line of groceries.

Charles Halfacre of Lumsden, Sask., has gone to Loverna, Sask., where he has accepted a position in L. P. Kincaid's general store.

The general merchandising business of P. J. Kehler & Co. at Blumenhoff, Sask., has been purchased by F. D. Peters and J. C. Nickel, who will conduct the business under the name of the Blumenhoff Trading Co.

The Similkameen Fruit Land Company of Headley, B.C., have secured a canning factory on their property at South Keremeos. Clayton Orser of Colborne, Ont., is building a factory and the plant will pack only tomatoes this season.

The branch managers of Campbell Bros. & Wilson, wholesale grocers, Winnipeg, met at head office for a convention, which was in session the whole of last week. Among those present was R. J. Campbell, who is a resident of London, England.

John Hill, for the past three years credit manager for the Weyburn Grocery Co., Weyburn, Sask., has severed his connection with that concern, and leaves for Kelowna, B.C., where he has accepted a position with Sterling and Pitcairn, the fruit growing and shipping firm.

John Paterson, who owns several stores in Winnipeg, and is one of the oldest established grocers in that city, has formed a partnership with James Black. The new firm will be known as the P. & B. Cash Stores, Ltd., and will open up in different sections of the city a chain of cash grocery stores.

Brig.-General John Hughes has announced that permission will be granted a few wholesale houses to be represented at Camp Hughes, Manitoba, this year, and one or two military tailors would be allowed stands, but no retail establishments of any kind would be permitted on the grounds.

The associated Boards of Trade of Southwestern and Southeastern British Columbia held its annual convention at Vancouver last week. A resolution was introduced by Vancouver with a view to effecting a provincial organization, and one by Nanaimo in regard to daylight saving.

R. W. Armstrong, of Camrose, this week takes the local managership of the Red Deer (Alberta) Grocery Co., in succession to Wm. Colquohoun, who assumes a similar position at Weyburn, Sask. D. Smith, credit manager since the institution of the warehouse, has been promoted to Medicine Hat. He is succeeded by F. Symington of Edmonton.

The store of David Levene, grocer and butcher, 481 Talbot avenue, Winnipeg, was threatened with destruction by fire recently, the origin of which could not be traced, there being no stove or furnace lighted in the building at the time of the outbreak. Two counters and a quantity of goods were destroyed and the ceiling was badly scorched. Mr. Levene was insured.

TURNOVER INCREASES $65,000

Chas. M. McCollum Retires From Business in Brampton, Ont.

The man who makes good is the one who intelligently toils and faithfully perseveres. An example of such is furnished by Chas. M. McCollum, who has disposed of his business in Brampton, Ont., to A. G. Pearen and retires at the end of May. Born at Hawkesville, Waterloo County, in 1872, he was a son of Mr. and Mrs. R. J. McCollum. After a short time in that county the family removed to Campbell's Cross and thirty years ago came to Brampton. As a mere lad Mr. McCollum manifested

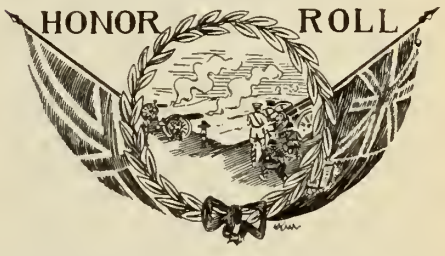


CHAS. M. McCOLLUM,
Brampton, Ont., who has retired from business after many years' service.

evidences of that business ability which developed in recent years. In October, 1887, he was employed by Mr. McDevitt, He worked, he studied, he learned the needs and also the moods of the people. After serving Mr. McDevitt faithfully for 15 years he purchased the business. Steady and continued success has accompanied his efforts from year to year. Soon after purchasing the grocery business he secured the flour and feed store of Mr. Kellam, and made it a part of the general store.

From a turnover of less than $15,000 the business increased to $80,000 a year. This increase represented a steady growth in the different lines carried, that of farm produce being exceptionally good, as shown by the fact in one year 6800 bags of potatoes were sold. Mr. McCollum won and retained the confidence of the people of Brampton and of the County of Peel. His retirement from busines for a time is made necessary by the serions illness through which he passed a year ago, and from which he has not fully recovered. A year's complete rest will no doubt result in his return to health.

Mr. McCollum was well known to the wholesale trade and to many retailers too. Speaking of him to Canadian Grocer a traveller said: "McCollum's was always a cheery place to drop in at the end of the week. There was always a cheerful word waiting one."



Jack Hanson.—After a lapse of more than a year definite information has been received in Port Arthur of the fate of Private Jack Hanson, who left with the first contingent for overseas service in August, 1914. Private Hanson was killed April 25, 1915, in the battle of St. Julien. A letter from a chum states that "Jack was killed April 25, just ten yards from me." Private Hanson before enlisting was a grocer's clerk employed with Campbell & Gibbon, Port Arthur.

* * *

Alexander Thompson. — Mr. John Thompson, 116 Wellesley street, Toronto, has received word that his son, Pte. Alexander Thompson, of the 4th Battalion, has been accidentally wounded in the thigh, and admitted to No. 6 Red Cross Hospital at Etaples. Private Thompson went overseas last March, and has been in the trenches since March. He is 18 years of age, and a native of Preston Pans, Scotland. The family have been six years in the city. Before enlistment he worked with the Salada Tea Company.

* * *

Raymond McConachie. — Signaller Raymond Hill McConachie, wounded in the head April 19, died two hours after admittance to Casualty Station 17. His father, Robert McConachie, died two months ago in Napanee. His nephew, the late Pte. John A. McConachie, was shot in the head March 7. The two were almost the same age, twenty-one years and five months. Raymond McConachie, previous to enlisting, travelled for Daly Tea Co., Napanee. Two brothers are at the front. His mother and three sisters live at Napanee. His brother, R. McConachie, lives at 4474 St. Catharine street, Westmount, Montreal.

Canned Vegetable Prices Advancing

Tomatoes, Peas and Corn Are Good Buys—Future Prices on Raisins Infer High Levels Later on—Indian Teas Firm in London.

Office of Publication Toronto, May 25, 1916.

THESE are the days when dried fruits are giving place so far as the trade and public alike are concerned to fresh fruit. The latter is coming in freely and in ever-increasing quantities, so that the price, week by week, usually goes down. This also applies to vegetables. Price changes along this line this week have been a declension in the price of navel oranges, some lines of tomatoes, lettuce, parsley, strawberries, and so on. On the other hand, owing to some congestion on country roads, some domestic products in the fruit and vegetable field are belated and do not arrive.

With regard to dried fruits, which are, generally speaking, slow, there is some interest felt in raisins and much speculation as to what the price will be later on in the year. This arises from the fact that out at the Coast some business was booked before prices were made and now the packers will not take any more orders, owing to the fact that the crop will not be so large as they had foreseen. It is still somewhat early to prognosticate as to price of seedless varieties in this market, but one or two factors must be borne in mind. The first is that currants will probably be as strong this year as last and just as scarce and this will mean a boom in raisins. There will be no Sultanas, of course, except California Valencias and altogether, next season, and indeed as long as the war lasts, raisins, one would think, would be high.

Now that storing is on the decline, market for new-laid eggs should drop some. In some quarters it is said a price of 20c will be reached. This will mean a decline of about 5c and frankly it does not look probable. Present values are inflated and now that storing demands are easing up, there is no reason why new-laids should hold up at the present levels. The fact of the matter is that there is much bidding by egg men, one against the other, and this competition tends to create a false value. Were this competition in bidding eliminated, we should probably see a drop of 2 or 3c in the price of new-laids. A drop of 5c, however, is frankly too much to expect.

There has been another advance in price of cheese and levels are about ½c higher than this time last week. It is noteworthy that a good deal of milk is being diverted to the cheese market rather than for butter; but notwithstanding this fact and no matter to how large an extent, cheese values are high. The fundamental reason is, of course, large export demand. Cheese prices in England are all quoted very high and there is an unprecedented demand from the British Isles at this minute. Doubtless huge quantities are being consumed in the trenches and elsewhere. Domestic demand in Canada alone would certainly not create the high levels which are recorded.

Quebec Markets

Montreal, May 25.—General satisfactory condition of market continues to be feature of grocery trade with a fairly active demand that is based on exhausted stocks and actual needs and free from speculation. Collections continue to show the improved character noticeable the past few months and a healthier tone to a better trade than existed last year at this time has become a matter of general comment. This is centered on the high level of prices that has been reached and continues to grow, although some observers pretend to foresee a change in this respect. A feature of the trade is that in spite of high prices, quality of goods is more than ever a deciding factor in buying.

Dried fruits are firmer. Tea con-

MARKETS IN BRIEF

QUEBEC MARKETS.

FRUIT AND VEGETABLES—
Tomatoes and cabbage higher.
Beans decline.

FISH AND OYSTERS—
Fresh fish plentiful and lower.
Fresh salmon and halibut lower.

FLOUR AND CEREALS—
Flour unchanged.
Mill feeds active.

PRODUCE AND PROVISIONS—
Hams 1c higher.
Butter and eggs firmer.
Sugar and syrup arriving freely.

GENERAL MARKETS—
Sugar declines 15c.
Dried fruits firmer.

ONTARIO MARKETS.

FLOUR AND CEREALS—
Ontario flour down.
No change in Manitobas.
Split peas strong.
Ontario oats up.

FISH AND OYSTERS—
Lake fish coming better.
Sea fish in demand.
Drop in flounder prices.

PRODUCE AND PROVISIONS—
No change in hogs.
All products firm.
Butter's peculiar situation.
New laids to be lower.
Cheese prices up.

FRUIT AND VEGETABLES—
Tomatoes much higher.
New cabbage coming.
Florida celery up.
So are radishes.
Drop in navels.

GENERAL GROCERIES—
Seedless raisins to be high?
Decline in one sugar line.
Teas firm in London.
No change in spices.
Canned goods advancing.

MANITOBA MARKETS.

FLOUR AND CEREALS—
An easier wheat market.
Flour quotations unchanged.
Rolled oats market quiet.
Feed market very firm.
Package oats still $3.75.

PRODUCE AND PROVISIONS—
Heavier hog receipts.
Cheese quotations up.
Eggs still very firm.
Easier hog market.
Decline in butter prices.

FISH AND POULTRY—
Fish business flourishing.
Fresh halibut 11c; salmon, 16c.
Several frozen lines scarce.
Live fowl arriving.
Other poultry very scarce.

FRUIT AND VEGETABLES—
Strawberries plentiful.
Higher prices on tomatoes.
Potatoes are looking up.
Texas onions expected, $2.75.
Asparagus up to $6.

GENERAL GROCERIES—
Santos and Rios firmer.
More package teas advance.
Cream of tartar higher.
Canned goods market firm.
Dried beans are firmer.
Sugar quiet, but firm.

tinues to retain interest of buyers and canned goods are still feature of interest in market. Fish lines show weakness and vegetables on the whole are easier, flour is quiet and firm and provision lines show less activity and lard is easier. French and Spanish lines have advanced 10c per gal.; American coal oil ½c and is now selling at 16c and 19½c as per grade. Canadian jams have advanced ½c per lb. because of high price of sugar and Canadian sardines are up 15c a case.

SUGAR.—One refiner has dropped 15c, so their extra granulated in bags is now offered at $8.15 per 100 lbs. Others retain old prices. Volume of business has fallen off considerably as result of uncertainty prevailing as result of this action so that only immediate requirements of a hand to mouth order are being attended to. In spite of this the undertone to market is decidedly firm and no sign of basic weakness evident. New York prices for refined remain unchanged although raws are slightly easier and sales for prompt shipment have been recorded at 5⅜ and firmly held at that. It is pointed out that sales at these figures have been made only by speculators who were temporarily in market for quick turnover and that original holders of stocks continue to hold on. Continuation of strike in New York helps to add to firmness of feeling.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	8 20
20 lb. bags	8 30
2 and 5-lb. bags	8 50
Extra Ground Sugars—	
Barrels	8 65
50 lb. boxes	8 75
25 lb. boxes	8 95
Yellow Sugars—	
No. 1, 100 lb. bags	7 80
Dark yellow, 100 lb. bags	7 60
Bright yellow, bbls. only, cwt.	8 05
Powdered Sugars—	
Barrels	8 35
50 lb. boxes	8 55
25 lb. boxes	8 75
Paris Lumps—	
100 lb. boxes	8 80
50 lb. boxes	8 90
25 lb. boxes	9 10
Crystal Diamonds—	
Barrels	8 80
100 lb. boxes	8 90
50 lb. boxes	9 00
25 lb. boxes	9 20
Cartons	9 45
Half cartons	10 15
Crystal Dominoes, cartons	9 65

MOLASSES AND SYRUPS.—Prices remain unchanged and are firmly maintained as result of the bareness of the market which has now become habitual although this condition has shown some slight improvement during past week with the arrival of some larger lots than usual. Arrivals continue to go into immediate consumption and future possibilities continue to depend on erratic shipping conditions prevailing.

Corn and cane syrup continues unchanged in price on an active market that is partially caring for molasses shortage and firmness rules in all lines. Starch products continue to show activity.

	Prices for Fancy. Island of	Choice. Montreal.
Barbadoes Molasses—		
Puncheons	0 59	0 51
Barrels	0 62	0 54
Half barrels	0 64	0 56

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04½
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 5¼c; ½ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80

DRIED FRUITS.—Currants are advancing for fall delivery and all independent Coast packers have advanced ½c in nearly all lines of dried fruits since their last sales although the association has not yet named its prices for coming season so that feeling of local market has been strengthened although prices and other factors of importance remain unchanged. It is expected that prices on dried peaches and apricots will be 6c and 10c on a bulk basis and that f.o.b. Coast prices for choice quality 25lb. faces will be ⅞c higher than that. Spot stocks continue to be low in most cases in consequence of which prices are well maintained. Advice on prunes from Coast are very strong and seeded raisins are in good demand for spot stocks.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	....	0 09½
Apples, choice winter, 50-lb. boxes	....	0 09
Apricots	0 14	0 15
Nectarines, choice	....	0 11¼
Peaches, hoice	....	0 08
Pears, choice	....	0 13¼
DRIED FRUITS.		
Candied Peels—		
Citron	0 24	0 25
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	....	0 12½
Filiatras, packages, new	....	0 13
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	....	0 10
Fards, choicest	....	0 12¼
Hallowee, loose, new	....	0 09½
Hallowee, 1-lb. pkgs.	....	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11¼
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09¼
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11	0 12
40 to 50, in 25-lb. boxes, faced	....	0 10¾
50 to 60, in 25-lb. boxes, faced	....	0 10
60 to 70, in 25-lb. boxes, faced	....	0 09½
70 to 80, in 25-lb. boxes, faced	....	0 09
80 to 90, in 25-lb. boxes, faced	....	0 08½
90 to 100, in 25-lb. boxes, faced	0 08	0 08
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels, loose, 3-crown, lb.	....	0 09
Muscatels, 4-crown, lb.	....	0 09½
Cal. seedless, 16 oz.	....	0 12¼
Fancy seeded, 16 oz. pkgs.	0 10½	0 11
Choice seeded, 16 o. pkgs.	0 10¼	0 10½
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

SPICES.—Prices remain unchanged and firmly maintained except for inferior grade gingers on a quiet steady market which shows no changes of importance record. Trade remains quiet and steady with grinders complaining at disparity existing between going prices and first costs.

	5 and 10-lb. boxes.	¼-lb. pkgs, dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 09	—0 23
Cassia	—0 29	—0 85	—0 35
Cayenne pepper	—0 28	——	—0 35
Cloves	0 30—0 32	—0 90	—0 39
Cream tartar—55 to 67c.			
Ginger, Cochin	—0 28	——	—0 29
Ginger, Jamaica	—0 25	0 9 —1 00	—0 31
Mace	—0 80	——	—1 00
Nutmegs	0 45—0 45	—3 45	—0 80
Peppers, black	—0 28	0 85—0 90	—0 26
Peppers, white	—0 35	1 15—1 20	—0 37
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 16—0 18	——	——
Turmeric	0 21—0 23	——	——

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	....	12-15

RICE AND TAPIOCA.—Rice remains unchanged in price and other factors of importance that continue to give to line an undertone of strength which is aided by a good demand and evidences of artificial price restriction in some quarters. Tapioca continues to be firm, scarce and in good demand.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	4 30
"C.C."	4 10
India bright	4 45
Lustre	4 50
Fancy Rices—	
Mandarin, Patna	4 60
Pearl	5 10
Imperial Glace	5 80
Sparkle	6 40
Crystal	5 70
Snow	5 30
Ice drips	5 40

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

	Per lb.	
Imported Patna—		
Bags, 224 lbs.	....	0 06
Half bags, 112 lbs.	....	0 06½
Quarter bags	....	0 06¾
Velvet head Carolina	0 08	0 09
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 11	0 12
Seed, lb.	0 10½	0 11

DRIED VEGETABLES.—Market remains unchanged in price and other features of importance but a slightly stronger feeling is evident in beans especially for hand picked as a result of short supplies and an active demand that has been stimulated by advance in other lines although poor quality stuff remains a drug on the market. Peas are quiet and in nominal demand only.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 30	4 45
Canadian, hand-picked	4 90	5 10
Canadian, 5-lb. pickers	....	4 10
Yellow eyes, per bushel	....	4 20
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 00	3 25
Peas, split, bag, 98 lbs.	....	6 00
Barley, pot, per bag	....	3 00
Barley, pearl, lb.	0 04½	0 05

TEA.—Market remains unchanged in a general way from factors outlined last week other than that effect of same continues to be more apparent with passage of time. Market is in fluid state with strong upward tendency uppermost as result of general primary and shipping conditions which is being added to by reports of Russian buying of blacks at advanced prices and higher quotations for new crops in general. Blacks have advanced 6c since April: Japans are now reported higher than last year and quality the same. Formosa reports are of an active market and firm prices which are made erratic by freight uncertainty that causes as high as 1c a lb. difference in freights alone. High grade Chinas are 15 per cent. under last year but this

is more than offset by an advance of 40 per cent. in exchange. Demand continues good locally in both wholesale and retail way.

COFFEE.—Demand continues good on a quiet, steady market that shows no changes locally although fluctuations of an upward tendency are reported from outside points.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 22	0 24
Java, lb.	0 33	0 38
Maracaibo, lb.	0 22	0 23
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 18½	0 21
Santos, lb.	0 21	0 23
Chicory, lb.	0 12	0 14

NUTS.—An active trade continues to be feature of an otherwise unchanged market with prices ruling firm and steady particularly in walnuts following recent strong reports from France.

Almonds, Tara, new	0 15	0 15½
Grenobles	0 16	0 16½
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 33	0 34
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 14½	0 15
Filberts, shelled	0 32	0 34
Pecans, large	0 18	0 19
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 08¼	0 12½

CANNED GOODS.—All lines remain unchanged in price but tomatoes are firm with stocks insufficient in some quarters to meet current demand which fact tends to give erratic character to some large sales. No weakness is evident in any line and peas are reported as a short crop in the planting because of wet ground restricting acreage and are stronger in consequence.

Firmness is well maintained in fish lines and Canadian sardines have advanced 15c a case.

Ontario Markets

Toronto, May 25.—The firmness in the flour market which last week turned into an advance has been somewhat affected by the slump in wheat values which has taken place since the first of this week. It should be understood, however, that this does not really affect the inherent strength of the flour market, if the latter be considered from the world standpoint upon which last week's advance was undoubtedly based. The fundamental fact in the flour situation is crop prospects plus world demand; on that basis flour must remain strong, despite occasional and temporary breaks in wheat values. All this is by way of explanation of the market report on flour to be found in its accustomed place.

The feed market is now easing off because in most sections grass is being used. This is not altogether true; there are some districts where it does not apply, where farmers have not turned stock out yet. But in the main farmers are not buying much feed, and the weakness in the market is a seasonable one. Western oats are scarce as far as available supplies are concerned. It will be remembered that we had a very large crop of oats in Canada last year, but this seems to have been well absorbed by demand, and spot stuff right now is at a premium.

The position of butter is interesting. There seems to be a diversity of opinion as to which way the cat will jump; whether high, or low. It should be remembered that up to now there has been a lot of poor quality creamery. That tended to keep prices down. It has been eliminated, however, and some people seem to think that the market should strengthen as a result of that elimination alone. Personally, it is not our opinion. Delivery is heavy enough and demand is by no means unusual or unprecedented. Why should butter suddenly fly sky high? There is perhaps just one posible reason. That is the trend to divert milk to cheese markets rather than butter, which might be evidenced by the number of packages received compared with those last year. This, though, is more evident in Quebec than in Ontario. Butter will probably remain steady and if it moves at all will likely shade off slightly.

SUGAR.—The market remains firm so far as refined is concerned, though no advance has been registered. In New York, raws are somewhat easier. For the time the British Commission has ceased buying, and speculation seems to be temporarily less. Refined remains steady. It is felt that when demand for raws strike a heavy gait again the market will again advance.

Locally $8.20 is basis for refined except in the single case of the Atlantic Refiners whose sugar is reduced 15c to $8.11.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	8 26
20 lb. bags	8 36
10 lb. bags	8 41
2 and 5-lb. cartons	8 41
Nova Scotia refined, 100-lb. bags	8 16
New Brunswick refined, 100-lb. bags	8 11
Extra Ground Sugars—	
Barrels	8 26
50 lb. boxes	8 66
25 lb. boxes	8 96
Powdered Sugars—	
Barrels	8 36
25 lb. boxes	8 86
Crystal Diamonds—	
Barrels	9 81
100 lb. boxes	8 91
50 lb. boxes	9 01
Cartons (26 to case)	9 86
Cartons (50 to case)	10 96
Crystal Dominoes, carton	10 21
Paris Lumps—	
100 lb. boxes	8 91
50 lb. boxes	9 11
25 lb. boxes	9 11
Yellow Sugars—	
No. 1	7 56

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

SYRUPS AND MOLASSES.—Molasses keeps firm with no change ruling in demand conditions. As stated before this market does not take much molasses. Speaking of this recently a molasses importer remarked jocularly that it was just as well; there wasn't much for Ontario, anyway. Supplies on spot are still very short, and boats leaving West Indies in the near future are looked for eagerly. About the end of May fresh shipments are expected in Canada.

Syrup market, both cane and corn, is characterised by no change. Supply and demand work in one with the other.

Corn Syrups—		
Barrels, per lb., 4c; ½ bbls., 4¼c; ¼ bbls.		0 04½
Pails, 38½ lbs., $1.95; 25 lbs.		1 50
Cases, 2 lb. tins, 2 doz. in case		2 75
Cases, 5 lb. tins, 1 doz. in case		3 15
Cases, 10 lb. tins, ½ doz. in case		3 05
Cases, 20 lb. tins, ¼ doz. in case		3 00
Cane Syrups—		
Barrels, lb., 4¾c; ½ bbls.		0 05½
Cases, 2 lb. tins, 2 doz. in case		4 80
Molasses—		
Fancy, gallon	0 60	0 65
West India, bbls.	0 35	0 38

TEA.—The Indian auction in London on Monday was very firm, though not actually higher. No cable on Ceylon auction is yet to hand.

The Hankow market has opened, and it is learned that the Russians are buying Kee Muns at very high prices. While these latter are not mentioned, it is said they are much higher than at last year's opening. It is said that if Russia is to buy heavily, regardless of price, there will be a strong market for black teas all season.

Teas locally are quiet. Jobbers are selling in ordinary amounts only.

DRIED FRUITS.—The market, speaking generally, is dull and featureless locally. Buying is restricted in all lines except possibly prunes, which continue to sell fairly well. At the Coast, futures are firm, with nothing now offering below 5c. Crop conditions at the Coast make packers bullish, but buyers can't see reason. There is a distinct tendency to wait and see. Spot stuff is not moving much in New York, a fact which would seem to corroborate this.

A very unusual situation has developed at the Coast recently in regard to raisins, and it is important to the trade here. Offerings of raisins have been withdrawn before prices have been announced. Liberal sales have been made of Sultanas and unbleached Thompsons in anticipation of opening, and the orders so booked have put a stop to any more, because crop conditions, it is claimed, are not yet definite enough to form any price opinion with accuracy.

Spot apricots move slowly. Demand is merely hand-to-mouth. Nevertheless there is a firmness to the market on account of short supplies. There are few around. With regard to futures, there is little or no business being done in New York, because, as with raisins, crop estimates are very uncertain, and may be materially altered.

Currants are firm, with small demand only. Here again it is the supply end that imposes strength. New York is reported firm, but small business doing.

Apples, evaporated, per lb.		0 09½
Apricots—		
Std., 25's, faced	0 12	0 12½
Choice, 25's, faced	0 13½	0 14
Extra choice, 25's, faced	0 14½	0 15
Fancy, 25's, faced	0 15½	0 16

Candied Peels—		
Lemon	0 13	0 20
Orange	0 18	0 20
Citron	0 23½	0 25
Currants—		
Filiatras, per lb.	0 13½	0 14½
Amalas, choicest, per lb.	0 14½	0 15½
Patras, per lb.	0 14	0 15
Vostizzas, choice	0 14¾	0 15½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Pa..ckage dates	0 10	0 10½
Hallowees	0 08½	0 09
Prunes—		
30-40s, California, 25-lb. boxes	0 13	0 13½
40-50s, 25-lb. boxes	0 10¾	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09¼	0 09½
70-80s, 50-lb. boxes	0 08½	0 08¾
80-90s, 50-lb. boxes	0 08¼	0 08½
90-100s, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 07	0 07½
Stds., 50-lb. boxes	0 06¾	0 07
Choice, 25 lbs., faced	0 07½	0 07¾
Extra choice, 25 lbs., faced	0 07¾	0 08
Fancy, 25 lbs., faced	0 08¾	0 09
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	....	0 10
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets	....	0 10
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

NUTS.—Some activity keeps up in shelled walnuts, which are quoted about 35c and 36c. Buying is limited. Same applies to almonds. Only a hand-to-mouth demand is discernible. Shelled stuff moves a little more quickly, but this market has no interest for buyers at this time of the year. Business turned over is small.

	Per lb.	
In Shell—		
Almonds, Tarragona	0 15¾	0 16½
Brazils, medium, new	0 16	0 18
Brazils, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, bags 110 lbs.	0 14	0 14½
Peanuts, Jumbos, roasted	0 13½	0 14½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14¾	0 15½
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 12½	0 13½
Shelled—		
Almonds	0 40	0 42
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 60	0 65
Walnuts, new, halves	0 34	0 37
Broken	0 31	0 32

RICE AND TAPIOCA.—Market is firm for all kinds of rice, and a good demand all round exists in local trade Dealers are aware that stocks are none too easy of replenishment, and hence are inclined to ask for full value. Export demand is affecting the New York situation; it is noticeably stronger.

Tapioca is shade easier, and cables from primary market report "steady." Trade here is somewhat lethargic; evidently retailers stocked up during the recent period when market was advancing.

Rice—		
Rangoon "B," per cwt.	....	4 50
Rangoon "CC," per cwt.	....	4 40
Rangoon, fancy, per cwt.	4 38	5 55
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 11	0 12
Seed, per lb.	0 11	0 13

BEANS. — Primes remain around $4.50, and show no sign of decrease. Demand is only fair to middling, but now, as previously, stocks are slender, and what there is is naturally much sought after. Split peas are in good demand, with fair stocks offering. They are not quotably changed.

Beans, choice primes, bush.	4 40	4 50
Beans, hand-picked, bushel	....	4 75
Peas, blue, bushel	3 50	3 60
Split, lb.	0 05	0 05¼

SPICES.—There is a good steady demand for all lines. Black and white peppers are firm at prevailing figures. Allspice has been coming in for good trade latterly.

Spices—	Compound, per lb.	Pure, per lb.
Allspice, ground	....—0 20	0 17—0 19
Allspice, whole	....—....	....—0 15
Arrowroot	....—....	0 15—0 20
Bay leaves	....—....	....—0 20
Bicarb. soda	....—....	....—0 23½
Caraway seeds	....—....	....—0 25
Cassia, whole	....—....	0 26—0 32
Cassia, ground	0 16—0 18	0 26—0 34
Cayenne	....—....	0 30—0 35
Cayenne, Jap. chillies	....—....	....—0 40
Celery seed	....—....	0 45—0 50
Celery salt	....—....	0 30—0 35
Celery pepper	....—....	0 30—0 35
Cinnamon, Batavia	....—....	0 30—0 40
Cloves, whole	....—....	0 40—0 45
Cloves, ground	0 18—0 22	0 35—0 45
Coriander seed	....—....	0 12—0 13
Cream of tartar	0 25—0 30	0 48—0 52
Curry powder	....—....	0 30—0 35
Ginger, Cochin	0 15—0 17	0 22—0 25
Ginger, Jamaica, ground	0 18—0 21	0 25—0 30
Ginger, Jamaica, whole	....	0 28—0 30
inger, African, ground	....—....	0 14—0 18
Mace	....—....	0 85—1 00
Mustard, pure	....—....	0 28—0 30
Mustard seed	....—....	0 20—0 25
Nutmegs, brown, 64s, 55c; 80s, 45c; 100s	....—....	0 35—0 40
Nutmegs, ground, bulk, 30-35c; 1 lb. tins	....—....	0 37—0 42
Pastry spice	....—....	0 25—0 30
Paprika	....—....	0 35—0 40
Peppers, black, ground	0 14—0 18	0 25—0 30
Peppers, black, whole	....—....	0 24—0 29
Peppers, white, ground	0 19—0 24	0 35—0 40
Peppers, white, whole	....—....	0 30—0 35
Pickling spice	....—....	0 18—0 23
Sage	....—....	0 45—0 50
Saltpetre (chili)	....—....	....—0 10
Thyme	....—....	....—0 26
Turmeric	....—....	0 20—0 22

CANNED GOODS.—All vegetables are very strong. Peas are quoted firm, and are liable to advance. The weather is bad, of course, and that will have an appreciable effect. Moreover, labor is scarce. These two contributory factors mean high prices for canned goods later on, and tomatoes, corn and peas are all good buys at present prices. It is generally regarded as certain that prices will move up pretty soon.

Manitoba Markets

Winnipeg, May 25.—Retailers are now displaying maple syrup in their stores. The price they are paying is about the same as last year. In the case of both syrup and sugar, the quality is exceptionally good and of a nice color. The flavor is also said to be better than usual. Brokers are expecting that sales will be in advance of last year, but it is too early yet to size up the situation. No reports have been received here as to size of the crop. It will be remembered that last year the crop was almost a failnre.

A number of market changes have taken plaee.. Coffees are firmer, especially Santos and Rios. Advances are announced in a number of paekage teas, which are expeeted. The high eost of tea in addition to the increased eost of paper and labor, has made this necessary. An advance is noted in eream of tartar. All kinds of flavors and essences are going up. For the first time in a long while, a change is noted in cheese; the market is firmer. There is a slightly weaker undertone to the hog market. Unless the cattle get on the grass very soon, there will likely be an advance in feeds, as the demand is heavy east and west. Rolled oats, which advanced a week ago, have since eased off somewhat. There is increasing evidence of firmness in the canned goods market, especially on strawberries, plnms and tomatoes. In the dried fruit market, peaches are attracting attention on aecount of an association having been formed in California to control supplies. As stocks held by Winnipeg wholesalers are fairly large, there will not likely be any change in quotations to the trade. The market for beans is firmer. The raw sugar market has been quiet during the past week due to refiners holding off.

SUGAR.—The raw market has been quieter during the past week, but holders are confident that higher prices will be seen yet. Some refiners so far have only bought a small portion of their Jnne requirements, and as the summer demand will set in before long, they cannot afford to let their soeks run too low. Produeers of raw sugar in Cuba are in such a strong position financially, they can almost name their prices. Not a single American refiner bought raw sugar in the past fortnight, but the price has, nevertheless, remained firm. The feeling locally is that the market will go higher. In the meantime Western Jobbers are not buying, as they bought heavily before the last advance and have ample supplies. The retail trade, too, seem to be pretty well fixed as regards stocks, bnt the demand from this source keeps up pretty well, and it is expected to, as the big demand will open up as soon as fresh fruit begins to arrive.

	in sacks. Per cwt.
Sugar, Eastern—	
Standard granulated	8 80
Extra ground or icing, boxes	9 65
Extra ground or icing, bbls.	9 35
Powdered, boxes	9 45
Powdered, bbls.	9 25
Hard lump (109-lb. case)	9 75
Montreal yellow, bags	8 40
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 75
Halves, 90 lbs., per cwt.	8 85
Bales, 20 lbs., per cwt.	8 85
Powdered, 50s	9 40
Powdered, 5s	9 65
Icing, barrels	9 40
Icing, 50s	9 60
Cut loaf, barrels	9 70
Cut loaf, 50s	9 90
Cut loaf, 25s	9 95
Sugar, British Columbia—	
Extra standard granulated	8 80
Bar sugar, bbls.	9 25
Bar sugar, boxes, 50s	9 35
Icing sugar, bbls.	9 35
Icing sugar, boxes, 50s	9 65
H. P. lumps, 100-lb. cases	9 75
H. P. lumps, 25-lb. boxes	10 00
Yellow, in bags	8 40

SYRUPS.—The big syrup season, which is usual in Mareh and April, is practieally over. It eame rather late this year on account of the eold weather, which lasted to the middle of May. As the demand for syrups has fallen off, no further advances are expeeted in corn

or cane syrups rules a big change in the market warrants it. Molasses is still firm, freights appearing to be the dominating feature.

Corn Syrup—	
2s, per case 2 doz.	2 88
5s, per case 1 doz.	3 23
10s, per case, ½ doz.	3 11
20s, per case ½ doz.	3 12
½ barrels, by the lb.	4 65
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	4 05
5-lb. tins, 1 doz. to case, per case	4 75
10-lb. tins, ½ doz. to case, per case	4 45
20-lb. tins, 3 tins to case, per case	4 35
(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)	
Molasses—	Per gal.
Barbadoes, ½ bbls., per gal.	0 65
New Orleans	0 28
Tins, 2s, $3.50; 2½s, $3.10; 5s, $3.05; 10s, $2.75.	

DRIED FRUITS.—Higher prices are expected on peaches following the formation in California of an association to control stocks. This may be confidently expected, as peaches have been selling on a small margin in the past. However, stocks held in Winnipeg or bought to arrive, will enable jobbers to offer peaches at the old figures. The currant market will go still higher, as it is stated on good authority that no good currants are available in Greece. Advices have been received here to the effect that currants now in transit were so badly rain damaged, they were unable to stand the long haul from the Coast to Winnipeg. The raisin market remains about the same. Evaporated fruits remain at the low level touched some time ago. Ontario jobbers, it is stated, are not anxious to put their stocks into storage. Brokers have closed up their business on peels for next season, and from the prices paid by jobbers, it is estimated that the retailer will be paying 50 per cent. more this year than he did last. There will be both English and American peels on the market, supplies being about half-and-half.

Dried Fruits—		
Evaporated apples, choice, 50's		0 08½
Evaporated apples, choice, 25's		0 08¾
Pears, choice, 25's		0 12½
Apricots, choice, 25's		0 13½
Apricots, choice, 10's		0 14½
Peaches—		
Choice, 25-lb. boxes		0 07
Choice, 10-lb. boxes		0 08
Currants—		
Filiatras, fresh cleaned		0 13
1 lb. package Amalias		0 13
2 lb. package		0 26
Dates—		
Hallowee, loose, per lb.		0 09
Hallowee, 12-oz. pkgs.		0 08¼
Raisins, California—		
16 oz. fancy, seeded		0 10¼
16 oz. choice, seeded		0 09½
12 oz. fancy, seeded		0 08¼
12 oz. choice, seeded		0 07½
Raisins, Muscatels—		
3 crown, loose, 25's		0 08⅞
3 crown, loose, 50's		0 08⅝
Raisins, Sultanas—		
California, 50's, fancy bleached		0 16¾
California, 25's, fancy bleached		0 17
16-oz. pkgs.		0 17½
Raisins, Cal. Valencias—		
25-lb. boxes		0 09
50-lb. boxes		0 09⅞
Prunes—		
90 to 100, 25s		0 07¼
80 to 90, 25s		0 07¾
70 to 80, 25s		0 08¾
60 to 70, 25s		0 09
50 to 60, 25s		0 09½
40 to 50, 25s		0 10¾
Peels—		
Orange, lb.		0 18½
Lemon, lb.		0 18
Citron, lb.		0 21¾

DRIED VEGETABLES.—There appears to have been a considerable firming up on the bean market. The heavy demand for military camps has had considerable to do with this. Ontario beans are being supplied to the soldiers; they are alright for this purpose, as the quality is good, and it is only their appearance which makes it difficult to sell them in the store. Difficulty is experienced by jobbers securing Japanese beans, and practically all available now are in jobbers' hands. Supplies are now coming in from Michigan and Ontario.

RICE.—The market on the Pacific coast is still high, and jobbers whose contracts are expiring, will have to pay considerably higher prices when they make new contracts. Tapioca and sago, while they are still firm, have undergone no change during the past two weeks.

Rice and Tapioca—		
No. 1 Japan, per lb., 100-lb. bags		0 05½
No. 2 Japan, per lb., 100-lb. bags		0 04¾
Siam, per lb., 100-lb. bags		0 04¾
Patna, per lb., 100-lb. bag		0 06½
Carolina, per lb., 100-lb. sacks		
Sago, pearl, sacks, per lb.		0 07
Tapioca, pearl		0 08

COFFEE.—The primary market is stronger again, and local firms are finding difficulty getting supplies forwarded from New York. One firm has had a shipment there for three weeks. Santos and Rios are especially high on account of freight difficulty.

Coffee—		
Green, choice, No. 7 Rio		0 14
Green, choice, No. 5 Rio		0 15½
Green Santos		0 18½
Roasted Rio, in bulk, bbls.	0 18	0 20
Roasted Santos	0 23	0 25
Whole, black		0 23
Maracaibo		0 21¾
Cbicory, lb., by bbl.		0 09½
Chicory, lb., 14-lb. tins		0 12¾

SPICES.—The market remains high, although there is little change in quotations. Jobbers are doing very little buying. Cream of tartar has advanced again, and local quotations now are 5-lb. tins 58c, pails 56c, for 90 per cent. pure.

Allspice, ground	0 11½	0 14½
Cassia, ground		0 22
Cream of tartar, 98% guaranteed	0 56	0 58
Cloves, whole		0 24
Cloves, ground		0 28
Ginger, Jamaica, ground	0 22½	0 25
Nutmegs, ground	0 25	0 30
Pepper—		
Ground, black, 10-lb. boxes		0 27
Ground white, 10-lb. boxes		0 31
Whole, white		0 31½

TEA.—Other advances are reported in package teas this week. Quotations on Red Rose in the West are up. A Winnipeg firm, announcing an advance in their package teas, write the trade as follows: "Owing to high freight and insurance rates and a shortage of tonnage, the situation is getting stronger every day, making it impossible to predict how high Ceylon or Indian teas may go. Possibly more than anything else, the uneasiness in freight is the primary reason for such a firm market in teas as exists at present. In order to maintain the high standard of quality contained in our package tea, we have been obliged to make a slight advance in the cost."

CANNED GOODS.—It is understood here that an attempt is being made to standardize fruits the same as vegetables. The feeling among the trade is that this will be a difficult thing to adjust, there having been so many grades on the market in the past few years. There is no doubt about it that all canned goods will be higher, despite the fact that fruit crops for 1916 show every indication of being excellent. High prices will be brought about by cost of sugar. Jobbers state that it is almost impossible to buy canned strawberries in the East. Plums are also said to be advancing. The wholesale trade are pretty well stocked with canned vegetables, and are only buying a few odds and ends. It is pretty certain, however, that there will be higher prices in the fall.

BRITISH COLUMBIA MARKET

By Wire.

Vancouver, May 24.—Sugar (standard granulated) is now $8.90 per hundred. Butter expected to drop. Evaporated milk expected to rise. Shortage in fresh vegetables is evident.

Produce and Provisions—		
Butter, creamery, per lb.	0 37	0 37½
Butter, New Zealand, lb.		0 40
Cheese, per lb., large, 21c; twins		0 21½
Cheese, Stilton, lb.		0 23
Eggs, local, fresh	0 29	0 30
Grapefruit, Florida, case		7 00
Lard, 3's, per case		8 55
Lard, 5's, per case		8 45
Lard, 10's, case		8 40
Lard, 20's, each		10 90
Hams, mild		0 22
Hams, picnic		0 14½
Bacon, light		0 24½
General—		
Almonds, shelled, lb.		0 42½
Beans, Lyton, per lb.		0 06½
Cream of tartar, lb.		0 55
Beans, Lytton		0 06¾
Figs, 12-10 oz. pkgs., per box		0 90
Figs, 50-60 oz. pkgs., per pkg.		2 25
Cocoanut, lb.		0 18½
Cornmeal, bail		3 00
Flour, best patents, per bbl.		7 70
Grapefruit, Florida, case		6 00
Strawberries, small crate, $2.75; large		5 25
Honey, Idaho, 24 lbs.		4 50
Lemons, box		4 75
Artichokes, Globe		1 00
Asparagus	0 10	0 12
Beets, sack		1 00
Cucumbers, doz.		2 50
Celery, doz.		1 50
Cranberries, lb.		0 13
Egg plant, lb.		0 30
Horse radish, lb.		0 20
Leaf lettuce, crate		1 50
Mushrooms, lb		0 75
Potatoes, Ashcrofts, per ton	30 00	35 00
Potatoes, local, ton		20 00
Rolled oats, bail of 80 lbs.		2 80
Onions, Oregon, cwt.		1 50
Oranges, new, navel, box	2 40	3 40
Rice, 50's, sack		1 90
Sugar, standard gran., per cwt.		8 90
Sugar, 20-lb. sacks		8 70
Sugar, 5-lb. cartons		8 40
Sugar, yellow, per cwt.		8 90
Walnuts, shelled, lb.		0 45
Walnuts, Manchurian, lb.	0 14	0 16
Jams, glass jars, doz.		2 25
Jams, 4-lb. tins, doz.		7 50
Fish—		
Kippers, fresh smoked, lb.		0 07
Cod, Acadia		3 50
Canned Goods—		
Apples, gals., 6-case		1 62
Beans, 2's		2 10
Corn, standard, per 2 doz. case		2 15
Peas, standard, per 2 doz. case		2 10
Plums, Lombard, 2's, case		1 90
Peaches, 2½'s, case		4 00
Strawberries and raspberries, 2's, case		4 50
Tomatoes, standard, per doz., case		2 30
Salmon—		
Sockeye, 1's, 4 doz. case		9 00
Sockeye, ½'s, 8 doz. case		10 75
Pinks, 1's, 4 doz case		4 00
Dried Fruits—		
Apricots, per lb., 11c; Apples, lb.		0 12
Prunes, 70-80, 25's, lb.		0 08
Currants, per lb.		0 12
Raisins, seeded, lb.		0 09½
Peaches, per lb.		0 06½
White figs, per lb.		0 07½

ALBERTA MARKETS (EDMONTON)

By Wire.

Edmonton, May 24.—Edmonton market is quiet, with no change. Staple and canned goods are moving freely; jobbers' stocks being replenished. New

goods arriving with opening of lakes navigation. Eggs, $7.50 a case. Two dollars higher than corresponding period in 1915. Compound lard declined 15c a case.

General—		
Beans, small white Japan, lb.	....	0 08
Flour, No. 1 patent, 98's	3 40	3 55
Molasses, extra fancy, gal.	....	0 77
Rolled oats, bail	....	3 00
Rolled oats, 80s	....	2 60
Rice, Siam, cwt.	....	3 90
Potatoes, local, per bush.	0 55	0 60
Sago and tapioca, lb.	....	0 10
Sugar, pure cane, granulated, cwt.	....	9 30
Shelled walnuts, finest halves, lb.	....	0 38
Shelled walnuts, broken, lb.	....	0 28
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 19	0 22
Butter, creamery, lb.	....	0 35
Butter, No. 1, dairy, lb.	....	0 25
Lard, pure, 5s, per case	....	10 30
Bacon, smoked backs, per lb.	....	0 23½
Bacon, smoked bellies, per lb.	....	0 24
Lard, pure, 3s, per case	....	10 35
Eggs, new laid, per doz.	....	0 22
Eggs, case	....	7 50
Canned Goods—		
Tomatoes, 3s, standard, case	....	3 10
Tomatoes, gals., case	....	2 25
Corn, 2s, standard, case	....	2 35
Peas, 2s, standard, case	....	2 45
Apples, gals., Ontario, case	....	1 95
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Salmon, finest sockeye, talls, 48xls, cs.	....	9 65
Salmon, pink, talls, 48xls, per case.	....	4 25
Lobster, ½s, per doz.	....	3 00
Dried Fruits—		
Currants, lb.	....	0 13½
Evaporated apples, 50s, per lb.	....	0 12
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 15
Pears, choice, 25s, per lb.	....	0 14
Prunes, 90-100	....	0 07½
Sultana raisins, Cal., extra fancy	....	0 15
Valencia raisins, Cal., lb.	....	0 10
Fruits and Vegetables—		
Apples, No. 1, box	2 00	2 25
Apples, cooing, box	1 75	2 00
Bananas, lb.	....	0 05
Grapefruit, Florida, case	4 75	5 00
Oranges, navels, case	3 75	4 25
Onions, B.C., ton	....	25 00
Lemons, case	4 50	5 00
Strawberries, 20 baskets, Cal.	....	3 50
Strawberries, Louisiana	....	3 35
Rhubarb, 40 lbs.	....	1 50

ALBERTA MARKETS (CALGARY)

By Wire.

Calgary, May 24.—Car of new California vegetables arrived to-day. Beets and carrots, peas and beans included. Manchurian shelled walnuts offering around 26c. New-laid eggs $7.50. No. 1 creamery butter dropped 5c. Top figures in pork products has probably now been reached. Kraft paper now quoted at 10c. Ten per cent. advance on paper bags expected. Liquid bluings are now listed at slightly advanced prices.

General—		
Beans, small white Japan, lb.	....	0 08
Flour, No. 1 patent, 98's	3 40	3 55
Molasses, extra fancy, gal.	....	0 75
Rolled oats, bail	....	3 05
Rolled oats, 80s	....	3 05
Rice, Siam, cwt.	4 50	4 75
Potatoes, local, per bush.	0 60	0 75
Sago and tapioca, lb.	....	0 08
Sugar, pure cane, granulated, cwt.	....	9 25
Shelled walnuts, finest halves, lb.	....	0 49
Shelled walnuts, broken, lb.	....	0 30
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 19	0 20
Butter, creamery, lb.	....	0 30
Butter, No 1, dairy, lb.	....	0 25
Lard, pure, 5s, per case	....	10 30
Bacon, smoked backs, per lb.	....	0 23½
Bacon, smoked bellies, per lb.	....	0 26
Lard, pure, 3s, per case	....	10 50
Eggs, new laid	....	7 50
Canned Goods—		
Tomatoes, 3s, standard, case	....	3 00
Corn, 2s, standard, case	....	2 35
Peas, 2s, standard, case	....	2 45
Tomatoes, gals., case	....	2 25
Apples, gals., Ontario, case	....	1 75
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Salmon, finest sockeye, talls, 48xls, cs.	....	10 00
Salmon, pink, talls, 48xls, per case.	....	4 50
Lobster, ½s, per doz.	....	3 00
Dried Fruits—		
Currants, lb.	....	0 13
Evaporated apples, 50s, per lb.	0 11	0 11½
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 15
Pears, choice, 25s, per lb.	....	0 14
Prunes, 90-100	....	0 07
Sultana raisins, Cal., extra fancy	....	0 15
Valencia raisins, Cal., lb.	....	0 10
Manchurian shelled walnuts	....	0 26
Fruits and Vegetables—		
Apples, No. 1, box	2 00	2 25
Apples, cooking, box	1 75	2 00
Beets, case	....	4 50
Carrots, case	....	4 50
New peas, lb.	....	0 13
New beans, lb.	....	0 16
Bananas, lb.	....	0 05
Grapefruit, Florida, case	4 75	5 00
Oranges, navels, case	3 75	4 25
Onions, B.C., ton	....	25 00
Lemons, case	4 50	5 00
Strawberries, 20 baskets, Cal.	....	3 25
Strawberries, Arkansas, qts.	....	5 00
Rhubarb, 40 lbs.	....	1 50

SASKACHEWAN MARKET

By Wire

Regina, May 24.—Seeding is well advanced, and weather is favorable. Trade conditions are good. Eggs are 25c. Currants, bulk, 14c. Cheese higher at 22⅜c, and 22½c. Rolled oats, 80's, $2.80; 40's $1.50. New list out on sugar makes Regina price $9.14.

Produce and Provisions—		
Butter, creamery, per lb.	....	0 33
Butter, dairy, No. 1	....	0 26
Cheese, per lb.	....	0 22½
Eggs, new laid	....	0 25
Lard, 3's, per case	....	10 50
Lard, 5's, per case	....	10 45
Lard, 10's, per case	....	10 35
Lard, 20's, per case	....	13 60
General—		
Beans, Ontario white, per bush.	....	4 50
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	0 50	0 60
Cocoanut, lb.	....	0 23
Cornmeal, bail	....	2 80
Flour, 98's	....	3 35
Rolled oats, 40s	....	1 50
Rolled oats, 80's	....	2 80
Rice, per cwt.	....	4 35
Onions, B.C., 100 lbs.	....	3 00
Sugar, standard gran., per cwt.	....	9 14
Sugar, yellow, per cwt.	....	8 29
Tapioca and sago, lb.	....	0 10½
Walnuts, shelled, 47-49c; almonds	0 45	0 47
Canned Goods—		
Apples, gals., case	....	1 80
Beans	....	2 25
Corn, standard,, per 2 dozen	....	2 23
Peas, standard, per 2 dozen	....	2 40
Plums, Lombard	....	2 10
Peaches	....	3 10
Raspberries, $4.33; Strawberries	....	4 73
Tomatoes, standard, per case	....	2 60
Salmon—		
Sockeye, 1's, 4 dozen case	....	9 55
Sockeye, ½'s	....	12 35
Cohoes, 1's	....	6 00
Humpbacks, 1's	....	4 60
Fruits and Vegetables—		
Apples, Washington, bbl.	1 75	2 25
Celery	....	0 06½
Grapefruit, case	4 00	4 50
Lemons	....	4 50
Navels	4 00	4 75
Oranges, case	3 75	4 50
Pineapples, Porto Rico, case	....	5 50
Potatoes, bushel, B.C. and Alberta	....	0 90
Rhubarb	....	2 00
Tomatoes, Florida, 6-basket crate	....	4 75
Strawberries, crate	....	5 00
Dried Fruits—		
Apricots, per lb.	....	0 19
Citron peel, lb.	....	0 24
Lemon peel, lb.	....	0 17
Orange peel, lb.	....	0 17½

NEW BRUNSWICK MARKET

By Wire

St. John, May 24.—Approach of time for new crop seed potato. Operators disappointed in hope of four dollar potatoes are beginning to unload with consequent downward tendency now quoting $3.00. Sugar market uncertain. Talk of Atlantic sugar reducing somewhat, but no changes so far. Florida oranges are off the market. Pure lard is up 18 to 20c. Cheese is firmer at 20 to 20½c.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	2 90	3 00
Pork, American clear, per bbl.	31 00	32 50
Butter, dairy, per lb.	0 27	0 30
Butter, creamery, per lb.	0 32	0 34
Eggs, new laid, per doz.	0 22	0 23
Lard, pure, lb.	....	0 18
Lard, pure, lb.	0 18	0 20
Cheese	0 20	0 20½
Flour and Cereals—		
Cornmeal, gran.	....	6 35
Cornmeal, ordinary	....	1 90
Flour, Manitoba, per bbl.	....	7 55
Flour, Ontario	....	7 05
Flour, buckwheat, western, 98-lb. bag	....	3 50
Rolled oats, per bbl.	....	6 25
Fresh Fruits and Vegetables—		
Apples, bbl.	4 00	6 00
Lemons, Messina, box	3 50	4 00
Lemons, Cal., box	5 00	6 00
Oranges, Cal., case	4 00	4 50
Potatoes, bbls.	....	3 50
Sugar—		
Standard granulated	8 25	8 30
United Empire	8 15	8 20
Bright yellow	8 05	8 10
No. 1 yellow	7 95	7 90
Paris lumps	9 25	9 30
Beans, white, per bush.	4 00	4 50
Canned pork and beans, per case	3 00	3 40
Molasses, Barbadoes, gal.	0 60	0 65
Cream of tartar, per lb., bulk	0 51	0 53
Currants	0 12½	0 15½
Pork and beans, case	3 20	3 40
Rice, per cwt.	5 75	6 00

INSURANCE DEPARTMENT MAKING PROGRESS

(Continued from page 29.)

J. L. S. Hutchinson, president of the Retail Merchants' Mutual Fire Insurance Company in presenting the report of the company, pointed out that with the co-operation of all members of the association much greater success could be achieved in the future than had been in the past. If every merchant took out $1,000 of insurance in the company the total could be increased to $2,000,000 and a reduction in rates would soon be made possible. He cited the Lumberman's Fire Insurance Company as an example of what can be done in this direction. Mr. Hutchinson stated that the insurance department had its inception at the convention at Saskatoon one year ago. Business started with the completion of the organization on September 1, 1915.

On Dec. 31, the amount of insurance in force amounted to over $131,130, and the losses up to that time amounted to less than $300. Before the end of Dec. 1915, 120 policies had been issued. During the present year over 200 policies have been issued, making the number over 200 in all. The total insurance in force at the opening of the convention was about $225,000.

Mr. Hutchinson asked for the support of the members and told how other associations were making a success of this form of insurance.

The members expressed by a unanimous vote their confidence in the insurance department and a number expressed their intention of applying for insurance when the first opportunity presented itself. Risks are limited to $1,000 in towns and $2,000 in cities.

Members of the association were urged to send in their insurance policies from other companies, and have them examined free of charge by the association's insurance expert. Several members told how they had sent in their policies to be checked over and a number of errors had been found. The importance of having properly worded policies was emphasized by several at the meeting.



FRUIT AND VEGETABLES



Navels Easier: Lemons and Tomatoes Up

Bad Roads Owing to Rain Still Hold Back Deliveries—Radishes Firmer and Higher—Florida Celery Up—Cuban Grapefruit Much in Demand.

MONTREAL

FRUIT.—Market is unchanged and quiet and held back by unfavorable weather conditions. Apples are very slow, and poor quality offered in most cases. Bananas and strawberries are in very good demand, with supplies of latter coming forward freely. A shipment of peaches and apricots are expected this week, but prices are not yet announced. Grapefruit is in fair demand at $3.50 to $4, and navels likewise at $4.

Apples—		
Spies	....	7 00
Ben Davis, No. 1	....	4 50
Ben Davis, No. 2	....	3 75
Baldwins	4 00	4 25
Bananas, bunches	2 00	2 25
Cranberries, Cape Cod, bbl.	12 00	12 66
Grapefruit, 46-54-64-80-96	3 50	4 00
Lemons—		
California	....	2 75
Verdellis	....	2 75
Messina, 300 size, box	2 50	3 00
Oranges—		
Navels	....	4 00
Jamaica, 196-200-216	....	2 50
Porto Rico, 126-150-250-288	....	2 50
Pineapples, 18-24 and 30-36	2 75	3 25
Strawberries, Carolina, box	0 18	0 22
Strawberries, Louisiana	0 10	0 13
Limes, per box	....	1 50

VEGETABLES.—Volume of sales recorded shows improvement over last week, although unfavorable weather continues to restrict sales as well as quality and quantity of vegetables. A car of beans has been received by freight making a consequent difference in cost as compared with express charges, so that a material decline has occurred, and New York wax and green beans are offered at $3.50 per basket. Old cabbages are about exhausted, and have advanced to $3 per bag, and new cabbage has firmed up in proportion, and is now $4.50 to $5.50 per bag, and is offered in two varieties of crates. Green top celery is on market at $2.75 to $3 a hamper, and wash celery at $1.25 a dozen. Rhubarb is very plentiful at from 40c to 50c per doz. New potatoes continue to arrive more freely and steadily decline, and are now $9 per barrel; but old potatoes maintain their firmness in view of small supplies available.

Artichokes, bag	....	1 50
Beets, bag	....	1 50
Beets, new, per doz. bchs.	....	1 25
Beans, wax, N.Y., per basket	....	3 50
Beans, green, N.Y., per basket	....	3 50
Cabbage, Montreal, per bbl.	....	3 00
Cabbage, red, doz.	....	3 00
Cabbage, new	4 50	5 50
Carrots, bag	0 50	0 75
Carrots, new, per doz. bchs.	....	0 75
Carrots, new, per doz. bchs.	....	3 50
Cauliflower, crate, single, doz. bchs.	....	1 50
Cauliflower, 18 to hamper	1 00	2 25
Celery, Florida	....	3 00
Celery, green top	2 75	1 25
Celery, Wash., per doz.	....	
Cucumbers, fancy, Boston, doz.	1 50	1 75
Cucumbers, per basket	....	3 00
Egg plant, N.Y., doz.	....	1 75
Endive Can., per lb.	....	0 25
Garlic	....	0 30
Horse radish, per lb.	....	0 15
Leeks, bunch	....	0 10
Head lettuce, Boston, box	....	3 00
Head lettuce, Montreal, per 2 doz. box	....	3 00
Curly lettuce, box, 4 doz.	....	3 00
Mint, doz.	....	0 60
Mushrooms, 4 lb. basket	2 00	2 50
Oyster plant, doz.	....	0 50
Onions—		
Montreal, 100 lbs., bag	....	4 50
Spanish, crate	....	6 50
Silver, per 50 lb. crate	....	3 00
Red, per 100 lb. sack	....	4 50
Texas Bermuda, per crate	....	2 25
Parsnip, bag	....	1 00
Parsley, Bermuda	....	0 75
Parsley, Montreal, per doz.	....	0 40
Peas, per 25-lb. hamper	....	3 50
Potatoes—		
New, per bbl.	....	9 00
Montreal, Red, 80 lbs., bag	....	1 75
New Brunswick, 80 lbs., bag	....	2 50
Green Mt.	....	2 00
Sweet, hamper	1 75	2 00
Radishes, per doz.	....	6 40
Rhubarb, per doz.	0 40	0 50
Spinach, New York, bbl.	....	3 00
Shalots, Mtl., per doz. bchs.	....	0 60
Turnips, bag	....	1 00
Turnips, bag, Quebec	....	1 25
Tomatoes, hothouse, lb.	0 25	0 30
Tomatoes, Florida, 6 basket crate	4 25	5 00
Watercress, Boston, hothouse, doz.	....	0 75
Watercress, Canadian, doz.	....	0 30

TORONTO

FRUIT.—Apples continue to get scarcer as the spring advances, and are very firm. Ben Davis are particularly in demand. Cuban grapefruit is higher by 50c a case; stocks are meagre and little coming forward. Hotel demand, by the way, has been particularly large. Florida stuff is up to $4.50. Navel oranges have dropped again. They are now down to $2.75 and $3.25. Mediterranean sweets are over altogether. Valencias are now highest price of all. New Messina lemons are firmer and higher at $3. Strawberries continue to be all sorts of prices. It depends, from day to day, the stocks there are on hands, what prices reign. Market is busy these days, receiving as well as selling goods. Supplies of new stuff arrive daily. General demand is seasonably good.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	6 00
Apples, Spies, bbl.	4 00	6 00
Apples, Ben Davis, bbl.	3 00	3 50
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 00	2 75
Cherries, Cal., box	3 25	3 50
Dates, lb. box	....	0 09
Grapefruit—		
Cuban, case	4 00	4 25
Florida, case	....	4 50
Oranges—		
Navels	2 75	3 25
Late alencias, case	....	3 75
Lemons, new, California, box	3 00	3 50
Lemons, new, Messina, box	....	3 00
Limes, per 100	....	1 50
Pineapples, Porto Rico	3 00	3 50
Strawberries, North Carolina	0 14	0 16

VEGETABLES.—Cold weather, which has done so much to hold back market, shows signs of easing off and giving place to warmer. Great trouble is rain, however, for roads are in a bad state, and hamper deliveries appreciably. Crops of various vegetables are affected too. Radishes, last week a drug on the market, have firmed up, and deliveries are not so heavy.

Asparagus, dozen	1 50	2 00
Cabbage, new, bbl.	5 00	5 50
Beets, Canadian, bag	0 60	0 65
Carrots, new hamper	1 10	1 15
Cauliflower, case	1 25	1 35
Celery, Florida, case	2 50	2 75
Cucumbers—		
Hothouse, doz.	1 75	2 00
Florida, hamper	4 50	5 00
Onions—		
Texas, Bermuda, crate	2 00	2 50
Green, doz., bunches	0 10	0 20
Lettuce, leaf, doz.	0 25	0 35
Lettuce head, hamper	3 75	4 00
Mushrooms, imported, 6 qt.	2 00	2 25
Parsnips, bag	0 80	0 90
Parsley, doz.	....	1 00
Peppers, green, basket	0 60	0 65
Potatoes—		
N.B. Delaware, bag	1 85	1 90
Ontario, bag	1 70	1 75
Radishes, doz.	0 20	0 25
Rhubarb, doz.	0 50	0 65
Spinach, hamper	1 00	1 35
Tomatoes, crate	5 00	5 50
Tomatoes, hothouse	0 15	0 20
Turnips, bag	0 50	0 60

WINNIPEG

FRUIT AND VEGETABLES.—On account of there being an overplus of strawberries on market last week, sales were made at $3.50 per crate of 24 qts. It was expected the price would be $4 again this week. There are not many cherries arriving on market, and what are coming in are selling at $3.25 per case. The market on tomatoes is higher, Floridas selling for $5.50. The reason for dearer tomatoes is that it is getting near the close of the Florida season, and Mississippi is not yet shipping

Fresh Fruits—		
Cherries, case 9 lbs.	....	3 50
Grapefruit, case	....	4 50
Strawberries, Florida, case 24 qts.	3 50	4 00
Ontario apples, bbls.	5 00	7 00
Washington box apples	....	2 25
Navel oranges, case	3 50	4 75
California lemons	4 50	5 00
Bananas, bunches	2 50	3 50
Rhubarb, case	....	1 25
Vegetables—		
Asparagus, case	....	6 00
Cabbage, new, lb.	....	0 05
Peppers, per basket	....	0 75
Mushrooms	....	0 90
Carrots, per lb.	....	0 02½
B.C. potatoes	....	1 10
Alberta potatoes	....	1 00
Sweet potatoes, hamper	....	2 75
Garlic, per lb.	....	0 25
Turnips, bushel	....	1 00
California head lettuce, case	....	4 50
California cauliflower, doz.	....	2 50
Valencia onions, cases	....	6 00
Florida tomatoes, case	....	5 50
Head lettuce, doz.	....	1 25
Florida celery, case	....	3 75
Green peas, lb.	....	0 20
Spinach, case	....	1 50



FISH AND OYSTERS



Lake Fish Coming Better

Whitefish Changing Hands in Good Quantities — Trout Continues a Little Slow — Decline in Flounders Prices—Western Salmon in Good Quantities—High Price of Meat Meaning Good Business for Fish Men.

MONTREAL

FISH.—Market maintains general character which has ruled since Lent, and volume of business passing is fairly good and prospects for summer continue to be favorable. Fresh fish of all kinds are coming forward more freely, and prices all round show a tendency to easiness in consequence. Lake varieties are chiefly affected. All of staple lines have come down considerably in last two weeks, particularly halibut. Present prices are well maintained and firmness rules undertone of market, as general feeling is that bottom has been reached, as reports are that production has been so restricted by the two months' old strike amongst the fishermen that unless settlement is reached soon, higher prices may be expected to prevail. Eastern salmon is coming forward in larger quantities and at slightly lower prices. Arrivals of brooke trout are less than normal on account of unfavorable weather. Boiled and live lobsters have shown slight advances, but market is still overloaded with stocks at present, and all prices are nominal. Trade in bulk and shell oysters, pickled, smoked and cured fish is very quiet, with no feature of importance to note.

TORONTO

FISH AND OYSTERS.—Market is singularly bare of changes so far as price goes. Fresh fish has one or two only. Flounders are now coming down, as better stocks are on hand, and 9c is level, with 12c paid for best. Most of these come from New York. A little Western salmon is coming, though deliveries are slow. Demand is excellent, and such stocks as are on hand are eagerly snapped up. We quote 25-30c. Lake fish are now coming in in larger quantities. Trout is still slow. Whitefish and Lake Erie whitefish, in particular, are in good demand, and supplies are very satisfactory. There is no price change to record. Halibut and haddock are both in good demand. Deliveries have swung into their stride, and there are lots on hand. General business is good. Orders are fairly large and frequent. High price of meat continues to be a ruling factor thus-wards.

SMOKED FISH.	Montreal	Toronto
Haddies, per lb., new cured	.09	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.09	.10½
Haddies, fillets, per lb.	.11	.10
Herring, Ciscoes, baskets	1.25	1.50
St. John bloaters, 100 in box	1.20	1.25
St. John bloaters, per box of 60	1.00	1.00
Smoked herrings, medium, box	.15	.15
Smoked herrings, medium, box	.16	.15
Smoked boneless herrings, 1-0-1b. box	1.40	1.40
Kippered herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.16	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	.13
Red, steel beads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.11	.11
Red Coboes, dressed, lb.	.12	.11
Pale qualla, dressed, per lb.	.10	.11
Halibut, white western, large and medium, per lb.	.11	.13
Halibut, eastern, chicken, per lb.	.12	.12
Mackerel, bloater, per lb.	.09-.10	.10
Haddock, medium and large, lb.	.06	.10
Market codfish, per lb.	.06	.08
Steak codfish, per lb.	.07	.10
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-.16	.18
Smelts	.11	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.50	3.25
Round pike	.07½	....
Grass pike, dressed	.07	....

DRIED AND PREPARED FISH.		
Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 60
Dried hake, medium and large, 100 lbs.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case	6 50	3 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20 lb. bxs., per lb.	0 07	0 07
Boneless codfish; strips, 20 lb. boxes	0 10	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	0 15 1 80	0 15 1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.		
Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal.	1 50	2 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	2 00	....
Best scollops, imp. gallon	2 25	3 50
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 00	....
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best, select, quart cans, each	0 50	0 75
Rockaways, 100	....	1 50
Blue points, small	....	1 00
Blue points, large	....	1 50

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.		
Cape Cod shell oysters, per bbl.	12 00	....
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	7 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, bbl.	0 23	0 40
Little necks, per 100	1 25	1 50

FRESH SEA FISH	Montreal	Toronto
Halibut	12 —13	13
Haddock, fancy, express, lb.	06 —06½	7
Mackerel, medium, each	22	.....
Steak, cod, fancy, express, lb.	8	8
Herrings, each	2	2
Flounders	6	9
Flounders, New York	9	12
Salmon, Western	22 —23	25 —30

FRESH LAKE FISH		
Carp, lb.	0 08	....
Pike, lb.	0 09	0 07
Perch	0 05	0 07
Suckers, lb.	0 06	0 10
Suckers, lb.	0 06	0 08
Whitefish, lb.	0 13	0 15
Lake Erie whitefish	....	0 27
Herrings, each	0 02	0 02
Gaspereaux, each	0 02½	0 03
Lake trout	0 12	0 14
Eels, lb.	0 10	0 08
Dore	12-13	0 13

FROZE LAKE AND RIVER		
Whitefish, large, per lb.	.09-.09½	.09-.10
Whitefish, small tulibees	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress or round, lb.	.08½-.09	.09-.13
Pike, dressed and headless, lb.	.07-.07½	.07
Pike, round, per lb.	.06½-.07	.06-.07

WINNIPEG

FISH AND POULTRY.—The fish business is in a flourishing condition in Winnipeg, with exceptionally good demand. Supplies from the Coast are good, but very little fresh lake fish arriving as yet. Prices of fresh fish will be coming down shortly; in fact, halibut is now quoted at 11c, fresh salmon 16c. Several lines of frozen fish are now off the market. Oysters are also missing. Live and frozen poultry is still difficult to secure, but there is some fowl coming in at 17-18c. Many other lines of poultry are practically unobtainable.

Fish—		
Frozen salmon	....	0 11
Fresh salmon	....	0 16
Fresh halibut	....	0 11
Steak cod, per lb.	....	0 08
Lake Winnipeg whitefish	....	0 09
Fresh finnan haddie	0 11	0 12
Kippers, per box	....	2 00
Fresh lake trout, per lb.	....	0 12
Bloaters, per box	....	2 00
Salt mackerel, 20-lb. kit	....	3 00
Smoked gold-eyes, doz.	....	0 50
Poultry, Live—		
Fowl	6 17	0 18
Roosters	....	0 11½
Chickens	....	0 15
Turkeys	....	0 19
Ducks	....	0 13
Ducklings	....	0 14
Geese	....	0 12
Poultry, Dressed—		
Ducks, No. 1	....	0 24
Fowl, No. 1	....	0 24
Turkeys, No. 1	....	0 33
Geese, No. 1	....	0 25

MAY HOLD TWO FISH DAYS

The Canadian Fisheries Association will hold a meeting at Montreal on May 29th for the purpose of discussing the matter of holding two fish days a year instead of one, as well as some other matters that have been in abeyance for some time.



FLOUR AND CEREALS



Rolled Oats Strong: Also Oat Market

Advance in Ontario Oats—Flour Market Retains Firm Undertone Though Demand is Easing Off—Winter Wheat Flour a Shade Lower — Split Peas in Request — Wheat Down Five Cents From Last Week.

MONTREAL

FLOUR.—Prices of market remain unchanged with a less active business passing than occurred immediately following recent advance. Wheat market is trifle easier and condition is reflected in demand for flour with undertone of market firm and prices well maintained; 160,000 bags of flour are reported on hand in city. Following general weakness in winter wheat this line shows evidence of return to nominal position following recent advance in wheat. Stocks are plentiful and held at advanced prices but demand is negligible and prices for actual sales nominal.

	Per bbl. of 2 bags
Manitoba Wheat Flour—	
First patents	6 80
Second patents	6 30
Strong bakers	6 10
	Car lots / Small lots
Winter Wheat Flour—	
Fancy patents	5 85 / 6 10
90 per cent. in wood	5 60 / 5 80
90 per cent. in bags	2 70 / 2 75

CEREALS.—Market for rolled oats unsettled and irregular with usual light spring demand with firmness fairly well maintained following recent advances. Export business continues to be good and recent reports indicate 3 million bushels of oats on hand here. Volume of sales in all other lines continue nominal with irregular prices ruling in some cases.

	Per 98-lb. sack
Cornmeal—	
Gold dust	2 50
Rolled Oats—	90's in jute.
Small lots	2 45
25 bags or more	2 90
Packages, case	3 90 / 4 00

Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90's, in jute.

	100-lb.	bbls.
Rolled Wheat—		
Hominy, per 98-lb. sack		4 00
Hominy, per 98-lb sack		2 75
Corn flour, bag		2 50
Rye flour, bag	2 65	2 80
Barley, pot		3 00
Barley, pearl, lb.		0 04½

FEEDS.—Prices remain unchanged but an active condition of market prevails as cool weather continues to stimulate demand based on high prices of dairy products. Shorts are in chief demand and good. American enquiries are developing in bran, but millers are unable to meet same owing to requirements of domestic field.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat monlee	34 00
Feed flour, bag	35 00
Mixed chop, ton	32 00
Crushed oats, ton	34 00
Oats, chop, ton	34 00
Barley, chop, ton	32 00
Feed oats, Manitoba, bush.	0 57
Feed wheat, bag	1 90

TORONTO

FLOUR.—The market holds up fairly well, though there is not the activity this week which was noticeable last. Domestic demand, which had chance to fill its requirements on the appearing last week of signs of higher prices, is evidently satisfied for the present. Export business is good, however, and orders materialize with fair frequency. Wheat market has shown distinct signs of easing during the last few days, and No. 1 Northern, track bay ports, has dropped a nickel to $1.23. The only event so far as price changes are concerned is a drop in the price of Ontario wheat flour, which we quote $4.40. There is an easier feeling with regard to it, and demand is only fair to middling.

Manitoba Wheat Flour—	Small lots. per bbl. of 2 bags	Car lots.
First patents	6 90	6 70
Second patents	6 40	6 20
Strong bakers	6 20	5 80
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	4 50	4 40

CEREALS.—Cereals are coming in for a seasonable share of business only. Oats are strong, with an upward tendency, and rolled oats are firm at $2.65. Raw oats market is strong, and there is a disproportion in rolled and raw oats levels. Split peas are firm at prices quoted. Several cars have changed hands this week already.

Barley, pearl, 98 lbs.	4 20	4 40
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.	....	2 60
Graham flour, 98 lbs.	....	2 75
Hominy, granulated, 98 lbs.	....	3 00
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, standard, 98 lbs.	....	2 76
Oatmeal, granulated, 98 lbs.	....	2 76
Peas, Canadian, boiling, bush.	....	3 60
Peas, split, 98 lbs.	....	4 85
Rolled oats, 90-lb. bags	....	2 65
Rolled wheat, 100-lb. bags	....	3 25
Rye flour, 98 lbs.	....	2 80
Whole wheat flour, 98 lbs.	....	3 00
Wheatlets, 98 lbs.	....	3 30

FEEDS.—Business in all feeds is easing up now. Spring appears to be definitely here, and grass is being used by farmers rather than bought feed. Middlings are weak. Whole situation has lost this week the fillip provided by last week's flour activity, and there being every reason for quietness—seasonable and sympathetic—the market is consequently quiet. Only firm spot is Ontario oats, which continue to advance. They are up to 48c, and strong at that. Demand is heavy.

Mill Feeds—	Mixed cars per ton
Bran	24 00
Shorts	26 00
Special, middlings	26 00 / 27 00
Feed flour, per bag	1 70 / 1 75
Oats—	
No. 3, Ontario, outside points	0 48 / 0 49

WINNIPEG

FLOUR AND CEREALS.—The domestic flour market is very quiet, but the export market is picking up, with good prospects for June business. Wheat declined last Thursday, May 18, but nobody seems to be in a position to forecast what wheat is likely to do. Rolled oats remain the same as a week ago; the market is quiet and will likely remain so during the warmer months. Recent advances in rolled oats did not stimulate sales. Package oats remain at $3.75 per case. Other cereals are unchanged. Feed prices are firm, with a good demand. Prices are likely to remain high until the cattle get on the grass.

Flour—		
Best patents		6 60
Bakers		6 10
Clears		5 40
XXXX		4 40
Cereals—		
Rolled oats, 80 lbs.	2 25	2 30
Rolled oats, pkgs., family size		3 75
Wheat flakes, case		3 75
Oatmeal, standard and gran., 98 lbs.		2 75
Cornmeal, 98 lbs.		2 45
Feeds—		
Bran, ton		20 00
Shorts, ton		21 00
Middlings, ton		21 00
Mixed chop, ton		28 00

The cub reporter saw a hearse start away from a house at the head of a funeral procession.

"Who's dead?" he inquired of the corner storekeeper, who was watching from his door.

"Chon Schmidt."

"John Smith!" exclaimed the cub. "You don't mean to say that John Smith is dead?"

"Vell, by golly," said the grocer, "vot you dink dey doing mit him — bractising?"



ENLIST NOW

with the fast-growing regiment of grocers who value their future business as much as they do their immediate sales — the grocers who sell the famous Canadian porridge cereals—

TILLSON'S
ROLLED OATS

(A FOOD — NOT A FAD)

Tillson's "Scotch" Health Bran

all of which uphold our highest quality standard and emphasize our motto:

Quality—then Price.

CANADIAN CEREAL & FLOUR MILLS CO., LTD.

TORONTO, ONTARIO



If any advertisement interests you, tear it out now and place with letters to be answered.

Provisions: Fifty Per Cent. of Total

Experience of Retailer Proves That Care and Attention to Produce and Meats Are Worth While—Appropriate Store Equipment Helps Some—The Window is the Forerunner for the Store.

Special to Canadian Grocer, after interview with A. T. Swift.

THAT provisions are an important department of the business of a grocer has been proven to the satisfaction of A. T. Swift, 365 Roncesvalles Avenue, Toronto. Mr. Swift's experience has been, broadly, that provisions are about 50 per cent. of his business. This result has been attained by a systematic devotion of time and energy and effort to the building up of provisions in relationship to general turnover in a grocery store. Mr. Swift has a store which is only of average and moderate size. His success with provisions has not been at all due to having a store eminently suitable for the pushing of provisions. That is, to put it in another way, he has not had an unusually large area in which to carry on all branches of the grocery business. Rather he has made good use of the room at his disposal, and by spending money on equipment he has ensured for himself selling circumstances, so far as these are concrete, which will practically make sure of an enlarged turnover.

His store in the west-end of Toronto is first of all a model of cleanliness. This is contributed to by many resources, the chief of which is the clean-looking furniture and equipment.

An Excellent Fixture

On the right-hand side of the store as one enters there is a long counter about ten feet in length. This stands the usual counter height from the ground, and is covered with a slab of marble, which ensures alike a good ground for cutting meat and also a good method of keeping the provisions cool. The front of the case or counter is divided into three compartments, devoted to the storing of produce and provisions. Each of these is finished in white enamel, thus furthering the impression of coolness and cleanliness as well as actually affecting those desired ends.

Thus, for instance, the butter is kept cool and fresh, and gives that impression as soon as the customer sees it. The windows of the case are open, so that a customer coming in can see the goods and see the produce and provisions, and see just under what conditions they are kept. Naturally the white enamel gives a good impression. A customer naturally coming into the store seeing the good condition of the butter and cooked meats and the reason why these are well kept would buy under such conditions and at such a place, rather than somewhere else where they may not be at all sure that the stuff is carefully kept.

Method in Arrangement

There is a certain method in just what order these various compartments are arranged. There is, of course, in any grocery store a more or less certain demand and a more or less constant demand for butter. This, therefore, does not need to be pushed to any extent. The housewife naturally comes to the grocery store for butter, and will continue to come there because she has always done so. Butter, therefore, can be relegated to the third compartment, rather than the one nearest the door, which would naturally catch the customer's eye first. This is devoted to **cooked meats** and **bacons.** Some times these two are separated, and only cooked meats are kept in the first compartment. In another compartment cheese is kept. This is cased in the usual glass cover, even though it is put away in the enameled refrigerator.

The whole effect of this long counter refrigerator to the customer is one of clean conditions. That is a point to be emphasized.

Mr. Swift believes in "carrying on the good work from the store to the window." The window, as he very rightly says, is the index to the store, and the forerunner for the store. The window is the voice crying in the wilderness, preparing the way for the efficient merchant who is to be found within the store. In the case of Mr. Swift, the window is trimmed in ordinary times at least one day in two with provisions. Thus the fact that this department has been made into a special department, and is a special aim and ambition of the proprietor of the store, is perennially kept before the public eye. Other helps, too, are a couple of tables at the forepart of the store, between the counter and the window, for cheese or perhaps something very special in cooked meats; for lines which are feature lines for the day.

The whole effect, therefore, which the customer gets is that while this is a grocery store, and anything in general groceries can be purchased here, provisions have been a special study with the proprietor, and he is, therefore, in a special position to cater to their needs along the lines of provisions.

Half the Business

"Provisions represent to me at least half of my business," said Mr. Swift to Canadian Grocer. "Even in times like this last month, when the hog market has been so extraordinarily high and all products have been high accordingly, the turnover in provisions to me is, as you see, a very considerable item. It is worth my while to boost provisions by any means in my power. I have found provisions a paying resource; they create an interest in the customer's mind, not only for themselves alone, but also for the general groceries which are sold along with them in the same store. And they certainly represent the most considerable single line in the store by a long way."

U. S. CROP REPORT

The winter wheat crop in the States this year promises to yield 499,280,000 bushels, the Department of Agriculture announces, basing the forecast on the condition of the crop May 1. To-day's forecast compares with 655,045,000 bushels harvested last year, the greatest winter wheat crop ever gathered in this country, and with a forecast of 540,000,000 bushels made last December before the crop entered the winter from which it emerged in rather poor condition, showing a decline of 9.4 per cent. compared with the ten-year average decline of 3.5 per cent.

The area of winter wheat to be harvested is estimated at about 33,020,000 acres. The condition of winter wheat on May 1, was 82.4 per cent. of a normal compared with 92.9 on May 1 last year and 87.5 the ten-year May 1 average. That condition is indicative of a yield of 15.1 bushels an acre, compared with 16.2 bushels harvested last year.

CANADIAN MAPLE SUGAR IN LONDON

Inquiries have been received in Montreal from the office of the Director of Recruiting and Organization for quotations on forty tons of maple sugar and ten tons of maple syrup. The Canadian Maple Products Co., of London, England, also asked for prices and eventually accepted a Montreal bid on a good sized order. Other inquiries have been received in addition to those named.



PRODUCE AND PROVISIONS



Cheese Prices Are Up Again

Drop Predicted in Newlaids; Storing Ceases—Spring Broilers Ease Off and Decline—Butter Firm, But Conditions Apparently Do Not Warrant It—No Change in Hog Products

TORONTO

PROVISIONS.—Although all meats, cooked, dry salt and others, remain firm, they are not appreciably higher since last quoting. Hogs remain fundamentally firm, though there are more coming and an easing in demand for the moment. Lard prices remain stationary. There is an easier feeling for pure.

Hams—		
Light, per lb.	0 24	0 25
Medium, per lb.	0 23	0 24
Large, per lb.	0 21	0 22
Backs—		
Bacon—		
Plain	0 27	0 28
Boneless, per lb.	0 28	0 29
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 26	0 29
Roll, per lb.	0 20	0 21
Shoulders, per lb.	0 20	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 16	0 17
Cooked Meats—		
Hams, boiled, per lb.	0 33	0 34
Hams, roast, per lb.	0 33	0 34
Shoulders, boiled, per lb.	0 28	0 29
Shoulders, roast, per lb.	0 28	0 29
Barrelled Pork—		
Heavy mess pork, per bbl.	30 00	31 00
Short cut, per bbl.	32 00	33 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17¼
Tubs, 60 lbs.	0 17¼	0 17½
Pails	0 17¾	0 18
Bricks, 1 lb., per lb.	0 18¾	0 19
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 14	0 14¼
Tubs, 50 lbs., per lb.	0 14¼	0 14½
Pails, 20 lbs., per lb.	0 14½	0 14¾
Bricks, 1 lb., per lb.	0 15½	0 15¾
Hogs—		
Live	12 00	12 50
Dressed, abattoir killed	15 50	16 00

BUTTER.—All prices remain unchanged. Creamery and dairy alike are strong in undertone. Situation is firmer in the East. It is reported that some orders passed between Montreal and the Coast, and some people were caught short. This is chiefly responsible for firmness. On the other hand there is a big production and that should tend to keep prices down. A factor which works the other way, perhaps, is the elimination of poor quality creamery. There have been lots of this, and it is said that that was for one reason for recent comparatively low levels. There is much difference of opinion as to market trend. Downwards looks more probable to us.

Creamery prints, lb.	0 29	0 31
Creamery, solids	0 28	0 29
Dairy prints, choice, lb.	0 25	0 27
Dairy prints, lb.	0 24	0 26
Bakers	0 22	0 24

CHEESE.—A full half-cent is extent of advance on cheese this week. Boards are now up to 19⅜ and 19½. New large sells now to the trade for 20¼c. The market remains very firm, with export demand making inroads on stocks here. Domestic demand is fairly good, though not as good as last year at this time. It is the overseas situation which is responsible for strength here. Boards in England are very high.

Cheese—		
New, large, per lb.	0 20¼	0 20¼
New, twins, per lb.	0 20½	0 20½
June and Sept., large, per lb.	0 21	0 21
June and Sept., twins, per lb.	0 21½	0 21½
June and Sept., triplets, per lb.	0 21½	0 22

EGGS.—A strong situation exists. Storing has now virtually ceased. Dealers are looking for some change in price. A peculiar situation exists in the market. People appear to be bidding against each other and thus registering an inflated set of values. The condition is described by one produce man as "having gotten out of hand." It is said in some quarters that now storage demand has let up we should see a drop to 20 cents. "Too good to be true," said an authority, "although I think prices will ease off considerably."

Eggs—		
New laids, specials in cartons	0 25	0 28
New laids, ex cartons	0 24	0 25

POULTRY.—Spring broilers continue to come in freely enough and so do old fowl. There is excellent demand for both, both for live and frozen. Live broilers, accurate weight, are down a nickel, and we quote 40 to 45c. Chicken is also in demand, with good stocks on hand and deliveries aplenty.

Poultry—	Live	Dressed
Spring broilers (1¼ lbs. and over)	0 40—0 45	0 55—0 65
Old fowl, lb.	0 18—0 2-	0 22—0 24
Chickens	0 18—0 20	0 25—0 27
Milk-fed	0 17—0 20	0 25—0 26

HONEY.—No price change or new condition present themselves. Levels are strongly supported and buying is good.

Honey—		
Buckwheat, bbls., per lb.	0 07¼	0 07¾
Buckwheat, tins, per lb.	0 07¾	0 08¼
Clover, 50 lb. tins, per lb.	0 13½	0 13¾
Clover, 10 lb. tins, per lb.	0 14	0 14¼
Clover, 5 lb. tins, per lb.	0 14	14¼
Comb, No. 1, doz.	2 50	3 00
Comb, No. 2, doz.	2 00	2 40

IMPORTANCE OF SERVICE

What the salesman can render is service. To render this he may as well be prepared to work. Personal likes and dislikes are poor things for anyone to entertain. They become ruinous when allowed to control one's business. Indeed, there are many forms of recreation that take up the time that should be devoted to thinking out better ways of satisfying the wants of one's customers. This does not mean the sacrifice of health, but it does mean the conservation of health for the sake of service. Rarely is anyone's health injured by the hours of business. The damage is done as a rule after the store has been closed. The salesman who regards service and business as synonymous terms, who keeps the welfare of his customers ever before him, will never lack either trade, friends, or profits.

NEXT, PLEASE!

The sweetest things are not always the best, says the Kingston Standard. Such can be testified to by a well-known local young man who last Sunday took the opportunity to tune up his motor boat preparatory to the 1916 debut. Arming himself with all the necessary implements, including a can of alleged lubricating oil, which had been rusticating in his cellar, he started for the boat house. Arriving there he injected copious quantities of the alleged oil into the mechanism of the motor.

"Something's wrong with this oil," purred the young man after it had failed to do its work.

After careful thought and deliberation he decided to taste the stuff. A few gargles of the throat and the mystery was solved. It was neither Standard nor Imperial, but maple syrup.

As a result of using the syrup the young man was forced to stick around all afternoon before he was able to clear the engine of the favorite Canadian throat wash. In the meantime there was much kicking and growling and garbling of words.

MONTREAL

PROVISIONS.—Hams have advanced 1c a lb., small and large are 23c and 21c a lb. respectively. All other prices remain unchanged with an easier feeling evident in lard although live hogs continue to be firm and prices tending higher. Price in dressed stock is quiet but in smoked and cooked meats exceptionally good and improving with approach of warmer weather.

Hams—		
Small, per lb.	0 21	0 23
Medium, per lb.	0 20	0 22½
Large, per lb.	....	0 21
Backs—		
Plain, bone in	....	0 24
Boneless	....	0 29
Peameal	....	0 29
Bacon—		
Breakfast, per lb.	....	0 26
Roll	....	0 18
Shoulders, bone in	....	0 16
Shoulders, boneless	....	0 17
Cooked Meats—		
Hams, boiled, per lb.	....	0 34
Hams, roast, per lb.	....	0 35
Shoulders, boiled	0 26	0 27
Shoulders, roasted	....	0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—	Per bbl.	
Heavy short cut mess	....	30 00
Heavy short cut clear	....	27 50
Clear fat backs	....	33 00
Clear pork	....	33 00
Lard, Pure—		
Tierces, 350 lbs., net	....	0 17
Tubs, 50 lbs. net	....	0 17¼
Tins, 50 lbs. net	....	0 17¼
Pails, wood, 20 lbs. net	....	0 17½
Pails, tin, 20 lbs., gross	....	0 17
Cases, 10 lbs. tins, 60 in case	....	0 17¾
Cases, 3 and 5-lb. tins, 60 in case	....	0 18¾
Bricks, 1 lb. each	....	0 19¼
Lard, Compound—		
Tierces, 375 lbs. net	....	0 14¾
Tubs, 50 lbs. net	....	0 15
Tins, 50 lbs. net	....	0 15
Pails, wood, 20 lbs., net	....	0 15¼
Pails, tin, 20 lbs. net	....	0 15½
Cases, 10-lb. tins, 60 in case	....	0 16¼
Cases, 3 and 5-lb. tins, 60 in case	....	0 16
Bricks, 1 lb. each	....	0 17
Hogs—		
Dressed, abattoir killed	....	0 16¾

BUTTER.—Increased demand and lightened supplies have added to firmness of butter so that finest creamery, fresh made is selling at 31c. All cheap fall creamery has been cleaned up so that spot stocks of any description are not large, and fresh made is only kind available. No sales of any quantity have yet been recorded for storage purposes and export business continues active. Receipt for last week was 7,756 packages scarcely exceeding that of week before and continuing to be less than for the corresponding period of last year.

Butter—		
Finest creamery, fresh made	....	0 31
Dairy prints	....	0 27
Dairy, solids	....	0 26
Separator prints	....	0 27
Bakers	....	0 24

EGGS.—Market is steady and quiet with firmness evident but no purchases are being made for other than current need and present prices are 3 to 4c higher than same period of last year, and general opinion is that with warmer weather lower prices may be expected for buyers of stocks for storage. Trade to stores in country is 22c to 22½c. Receipts for last week were nearly 20,000 cases which is more than for corresponding period one year ago and less than previous week receipts.

Eggs, case lots—		
New laid, stamped	0 25	0 26

CHEESE.—General features of market and prices remain unchanged although an irregular tendency has crept in during last week so that a wide range of prices has existed at different points about the country sales which constitute chief factor in prices for this district. Supplies are coming forward more freely and increased trading has resulted during week particularly in export lines.

Cheese—		
1915 make	0 21	0 22
Stilton	....	0 24
1916 make	0 20	0 21

POULTRY.—Prices remain unchanged and same factors continue to rule market but more live stock is coming forward now. There have been some fairly large deliveries of old fowl and old turkeys which make quick sales at good prices but frozen poultry continues to be very scarce and in a good demand which is expected to hold good for all lines throughout the summer season with exception of old fowls and roosters which are being passed basis of poor quality.

Poultry—		
Frozen Stock—		
Turkeys	0 29	0 30
Fowl, large	0 20	0 21
Fowl, small	0 23	0 24
Ducks	....	0 26
Geese	0 17	0 18
Roasting chicken, milkfed, 4 lbs. or over	0 23	0 27
Roasting chicken, ordinary	0 18	0 22
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair	....	0 40
Squabs, Philadelphia, pair	....	0 70
Pigeons, pair	0 25	0 30
Live Stock—		
Fowl, 5 lbs. and over	0 22	0 23
Fowl, small	0 18	0 21
Turkeys	0 23	0 26
Ducks	0 25	0 27
Geese	0 16	0 18
Chicken	0 15	0 18

HONEY. — Market is steady and prices well maintained and a fairly good volume of business passing with no feature of interest to report.

Honey—		
Buckwheat, tins	....	0 09½
Strained clover, 60-lb. tins	....	0 12
Strained clover, in 10-lb. tins	....	0 12½
Strained clover, in 5-lb tins	....	0 12½
Comb honey, white clover, per section	....	0 16
Comb honey, buckwheat, per section	....	0 13

MAPLE SYRUP.—Prices remain unchanged and well maintained by a fairly active trade which have been stimulated the past week by arrivals of syrup and sugar in greater quantities indicating that supplies have been held back by country speculators, with expectation of higher prices and which are now being offered before approach of warm weather curtails sales.

Maple Sugar—		
In blocks, bright, per lb.	0 14	0 15
In blocks, dark, per lb.	0 10	0 12
In tubs, per lb.	0 09	0 10
Maple Syrup—		
In 8½ lb. tins, each	0 90	1 00
In 13¼ lb. tins, each	1 40	1 50

WINNIPEG

PRODUCE AND PROVISIONS.—Live hog receipts have been slightly heavier, but the market remains about the same, although there is a slightly weaker undertone. Meat products have undergone no change, and there are prospects of the market holding firm for some time to come. There has been a decline in butter due to larger quantities of fresh-made stock coming on the market. There is no storage creamery in stock. Eggs are firmer, with a tendency towards higher levels. Receipts have been only fair, but prospects are for heavier receipts towards the end of the month. This may bring the price down, or it may not. There is a heavy demand from outside points. Cheese is firmer due to heavy demand, which begins about this time of year. Quotations are up ¼c.

Hams—		
Light, per lb.	0 21	0 23
Medium, per lb.	0 20	0 21
Large, per lb.	0 19	0 20
Bacon—		
Breakfast, per lb.	0 22	0 23
Breakfast, select, lb.	0 26	0 [illegible]
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light	....	0 16
Cooked Meats—		
Hams, boiled, per lb.	....	0 31
Shoulders, boiled, per lb.	0 23	0 24
Barrelled Pork—		
Mess pork, bbl.	....	27 00
Lard, Pure—		
Tierces	....	0 16
Pails	....	3 32½
Cases, 10s	....	10 05
Cases, 5s	....	10 13
Cases, 3s	....	10 20
Cartons	....	0 17½
Lard, Compound—		
Tierces	....	0 12½
Tubs, 50s, net	....	6 37
Pails, 20s, net	....	2 65
Butter—		
Fresh made creamery	....	0 33
Best dairy	....	0 26
Creamery, No. 2	....	0 31
Cooking	0 18	0 22
Eggs—		
New laids	0 21½	0 22½
Cheese—		
Ontario, large	....	0 20
Ontario, twins	....	0 20½

FOR SALE — GENERAL STORE, STOCK about $15,000, turnover $40,000. Everything in first-class condition. Owner selling on account of poor health. For particulars address Box 44, Alderson, Alberta.

The Reputation and Standing of

Walter Baker & Co.'s Cocoa and Chocolate Preparations



Registered Trade-Mark

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

All of our goods sold in Canada are made in Canada.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

FOR SALE

Fancy Creamery Butter, Selected Eggs. Fancy Dressed Poultry. Grocer Orders our Specialty.

Mann, Laurie & Co.

Phone 1577. London, Ont.

TO THE GROCER:

THE PERFECT PANETELA

No Cigar Maker has a monopoly of " PANETELAS." Practically every Manufacturer of fine Cigars, makes at least one "PANETELA"—which by the way—means a shape and not a special brand of Cigars.

DAVIS' "PANETELA"

(TEN CENT CIGAR)

is a Cigar for the discriminating smoker—a rich, full-flavored Havana Cigar, that smokes sweet and cool up to the last puff. The name "DAVIS" tells the quality. The long and slender, rich and fragrant Cigar, that you surely will have a ready sale for.

S. DAVIS & SONS, LIMITED

CIGAR MAKERS MONTREAL

To give your customers permanent satisfaction, your coffees must be kept absolutely uniform on all shipments. From our extensive importations we guarantee to duplicate exactly from year to year the quality of any grade desired.

Chase & Sanborn
Montreal

If any advertisement interests you, tear it out now and place with letters to be answered.

Get your Customers started using

CATELLI'S

L'ETOILE (Star) and HIRONDELLE (Swallow)

MACARONIS

and they'll want no other, not even the imported

With no heavy custom duties to pay, we are enabled to give you a better margin of profit on each sale, and your customers get a much better value.

L'ETOILE AND HIRONDELLE MACARONIS are made in Canada from the best wheat in the world (Manitoba Hard) and are processed by experts in the manufacture of paste products. These home-made macaronis are the equal in every way of the more expensive imported varieties. And the demand is ever-growing—a direct result of our country-wide consumer advertising.

Now is an ideal time to begin featuring "L'Etoile" and "Hirondelle." Send for a trial supply to-day and put our superiority claims to the test.

C. H. Catelli, Limited
MONTREAL

AGENTS:

TEES & PERSSE, Limited, WINNIPEG

C. C. MANN, TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	$ 0 45
4 oz. Tins, 4 doz to case, weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 50
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

DOMINION CANNERS, LTD.

JAMS

"Aylmer" Pure Jams and Jellies 16-oz. Glass Jars.

	Per doz.
Apricot	$ 2 30
Assorted	2 20
Blackberry	2 25
Blueberry	2 25
Currant, Red	2 20
Currant, Black	2 25
Cherry	2 20
Gooseberry	2 10
Plum	2 10
Plum, Green Gage	2 20
Pear	2 10
Peach	2 10
Raspberry, Red	2 25
Raspberry, Black	2 25
Rasp. and Red Currant	2 20
Rasp. and Gooseberry	2 20
Strawberry	2 30

CATSUPS

In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS WITH PORK.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05
Family, Plain, $1.20 doz.; Family, Tomato Sauce, $1.30 doz.; Family, Chili Sauce, $1.30 doz.; 3's, Plain, Flats, Aylmer only, $1.40 doz.; 3's, Tomato Sauce, Flats, Aylmer only, $1.50 doz.; 3's, Chili Sauce, Flats, Aylmer only, $1.50 doz.; 2½'s, Plain, $1.45 doz.; 3's, Plain, Tall, $1.60 doz.; 3's, Tomato Sauce, $1.75 doz.; 3's, Chili Sauce, $1.75 doz. The above 2 doz. to case. 10's, ½ doz. per case, for hotel and restaurant use (gals.), $5.25 doz.	

Terms net—no discount.

Prices subject to change without notice. This cancels all previous lists.

Freight prepaid on 10 case lots to Windsor, Montreal, North Bay Sudbury and intervening points. To all other points 25c per cwt., freight allowance.

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case, per doz.	$ 1 10
12 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 20
16 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 60
16 oz. Glass, Tall, Vacuum Top, 2 doz. per case, per doz.	1 60
2's Glass, Vacuum Top, per doz.	2 80
2's Tin, 2 doz. per case, per doz.	2 30
4's Tin, 12 pails in crate, pail	0 40
5's Tin, 8 pails in crate, pail	0 47½
7's Tin or Wood, 6 pails in crate, pail	0 65
14's Tin or Wood, 4 pails in crate, lb.	0 69
30's Tin or Wood, one pail only, lb.	0 69

BLUE

Keen's Oxford, per lb.	....
In 10-lb. lots or case	....

CEREALS

WHITE SWAN	Per case
Pancake Flour (Self-rising), 2 doz. to case, weight 50 lbs.	$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
Health Flour, 5 lb. bags, per doz.	2 40
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

If any advertisement interests you, tear it out now and place with letters to be answered.

NEXT TIME
YOU ARE ORDERING
Dried Fruit

SPECIFY

GRIFFIN and SKELLEY'S

and note the difference

You can talk across the continent for two cents per word with a WANT AD. in this paper.

IT IS IMPORTANT!

If you have something to dispose of in goods or service that as many buyers as possible get to know you and your product. This can be accomplished through

Canadian Grocer
143 University Avenue, Toronto

BUY

STAR BRAND

"Made in Canada"

Cotton Clothes Lines and Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

If any advertisement interests you, tear it out now and place with letters to be answered.

Held Down and Back by His Business

Many a retailer shrinks up as the years pass—becomes narrowed in vision and more petty in spirit. This, by sticking too closely to his own business, by refusing to give time to interests outside him, but related to his affairs. In the pursuit of dollars, his power to earn dollars grows less.

Does this describe you? We sincerely hope not, but if perchance it does, then we have a remedy to propose: it is that you should take a deeper interest in the Nation's Business—not by actual participation in politics, but by keeping yourself well informed concerning the big subject of Canada's development in matters pertaining to its finances and business administration. A little reading each week of The Financial Post will lift you out of the rut of your own groove, will liberate your mind from the narrowing influences of constant pre-occupation with the affairs of your own business, and will enable you to see Canada and its progress as your banker sees it—as the magnates see it.

Clearly, if you acquire the ability and habit of seeing this larger world of which your business is but a small fractional part, as the great money-makers see it, you will be able to conduct your own business better and make it yield you more. This is why we urge you to become a reader of The Financial Post—and the reason is sound. Then sign the form below and forward—thus showing that you have the will to shake off the fetters of narrowness which your own business may be forging about you each year.

More particularly: The Financial Post will help to give you that most necessary factor, a Business Education. Consider the value to your business and to yourself of a thorough and up-to-the-minute knowledge of the Business Outlook. It would certainly help you to know at almost any time whether to be preparing for good times and bigger business or whether a depression seems likely. And a close knowledge of money conditions should help you with your banker and save you money in discount on your cheques and drafts.

THE FINANCIAL POST OF CANADA

143 University Avenue ∴ TORONTO

.....1916

THE FINANCIAL POST OF CANADA,
143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. I will remit $3.00 to pay for my subscription on receipt of bill.

Name .....

Address .....

.....

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz...	4 50
Perfection, ½-lb. tins, doz...	2 40
Perfection, ¼-lb. tins, doz..	1 25
Perfection, 10c size, doz....	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24

Special quotations for Cocoa in barrels, kegs, etc.

(Unsweetened Chocolate)

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 36
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes....	0 39
Lunch bars, 5-lb. boxes.....	0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 90
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

5 Box lots and upward—Freight prepaid up to 50 cents. Any excess will be charged on invoice. Per case

Eagle Brand, each 48 cans..	$6 75
Reindeer Brand, each 48 cans	6 50
Silver Cow, each 48 cans...	6 00
Gold Seal, Purity, each 48 cans	5 85
Mayflower Brand, each 48 cans	5 85
Challenge, Clover Brand, each 48 cans	5 35

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 60
Jersey Brand, Hotel, each 24 cans	4 60
Peerless Brand, Hotel, each 24 cans	4 60
St. Charles Brand, Tall, each 48 cans	4 70
Jersey Brand, Tall, each, 48 cans	4 70
Peerless Brand, Tall, each, 48 cans	4 70
St. Charles Brand, Family, each, 48 cans	4 10
Jersey Brand, Family, each, 48 cans	4 10
Peerless Brand, Family, each 48 cans	4 10
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each, 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans..	4 50
COCOA, Reindeer Brand, each 24 cans	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs....	0 36
1 lb. round tins, 4 doz. to case, weight 70 lbs.....	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb...	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 20
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

PINEAPPLES

Our advices from Cuba this week says: Crop this year fully 40% short, due to long drought, this means a short season and higher prices later. Get your preserving **Orders Now.**

Strawberries Arriving daily, fine quality.

Tomatoes Scarce, prices higher.

Bananas Big sellers, prices reasonable.

Oranges California Navels, Golden Orange Brand are the very best.

Send us your orders.

The House of Quality

HUGH WALKER & SON

GUELPH - ONTARIO

Headquarters for

Fancy Virginia Strawberries

Packed in 32 full quart crates.

Flavor equal to our home grown.

Fresh cars every day.

Pineapples

Preserving time now on.

Cucumbers New Potatoes Celery

WHITE & CO., LIMITED

Wholesale Fruits and Fish

TORONTO

So they ask for MAPLEINE

because there's nothing quite so goodina "Mapley" flavor.



ORDER FROM:

Frederick E. Robson & Co.
25 Front St. E.
Toronto, Ont.

Mason & Hickey
287 Stanley St.
Winnipeg, Man.

Crescent Mfg. Co.
Seattle, Wash.

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

Fruits
Bananas
Lemons
Oranges
and also
All Early Vegetables

Lemon Bros.
OWEN SOUND, ONT.

Keep Your mind active

It's **unthinking moments** that allow merit and value to pass unnoticed—when you fail to mention

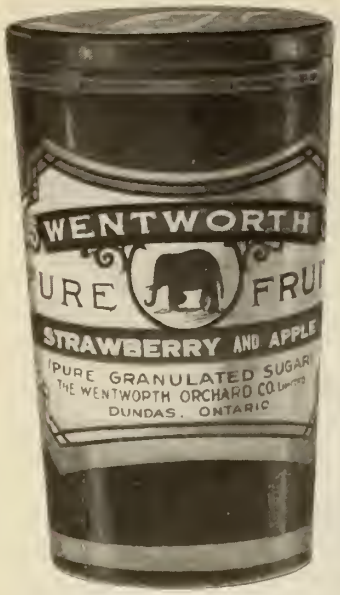
"St. Nicholas"

when ordering your Lemons—Oh! by all means keep your mind active and specify "St. Nicholas" in all your orders for Extra Fancy Lemons.

It will pay us both.

J. J. McCabe
Agent
TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.



It gives you a quick turnover, *and the quick turnover is what counts.*

For quick action every up-to-date grocer should feature the popular 10c. seller here shown. It is always in demand and is far ahead of the larger sized jam containers in quick-selling popularity.

Give this popular Wentworth 10 center big prominence. Results will prove worth while.

The Wentworth Orchard Co.

Hamilton and Toronto

A year-round profit producer



The superior quality of every **MALCOLM MILK PRODUCT** makes this popular line a big seller wherever displayed. First users come back for more because they realize that they have found a milk product of incomparable purity.

Put the selling value of these **MADE-IN-CANADA** favorites to the test by bringing them before your customer's notice.



The Malcolm Condensing Co., Ltd.

ST. GEORGE, ONT.

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz.	$ 0 90

List Price

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO

SPICES	5c Round litho. dredge. Per doz.	10c Oval lith. dredge. 2½ oz. Per doz.
Allspice	$0 45	$0 90
Arrowroot, 4 oz. tins, 85c	....	....
Cayenne	0 45	0 90
Celery salt	....	....
Celery pepper	....	....
Cinnamon	0 45	0 90
" whole, 5c. pkgs., window front, 45c	....	....
Cloves	0 45	0 90
Cloves, whole, 5c. pkgs., window front, 45c	....	....
Curry powder	....	....
Ginger	0 45	0 90
Mace	1 25	....
Nutmegs	0 45	0 90
Nutmegs, whole, 5c pkgs., window front, 45c.	....	....
Paprika	0 45	....
Pepper, black	0 45	0 90
Pepper, white	0 50	0 95
Pastry spice	0 45	0 90
Pickling spice, window front, 90c	....	....
Dozens to case	4	4
Shipping weight per case	10 lbs.	15 lbs.

We pay freight on 5 cases or orders weighing 250 lbs.

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

	Cents
Laundry Starches—	
Boxes	
40 lbs., Canada Laundry	.06½
40 lbs., boxes Canada white gloss, 1 lb. pkg.	.06¾
48 lbs. No. 1 white or blue, 4 lb. cartons	.07¼
48 lbs. No. 1 white or blue, 3 lb. cartons	.07¼
100 lbs., kegs, No. 1 white	.06¾
200 lbs., bbls., No. 1 white	.06¾
80 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	.07¾
48 lbs., silver gloss, in 6-lb. tin canisters	.08¼
36 lbs., silver gloss, 6-lb. draw lid boxes	.08¼
100 lbs., kegs, silver gloss, large crystals	.07¼
28 lbs., Benson's Satin, 1-lb. cartons, chrome label	.07½
40 lbs., Benson's Enamel (cold water), per case	3 00
20 lbs., Benson's Enamel (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch	
40 lbs. W. T. Benson & Co.'s prepared corn	.07¾
40 lbs. Canada pure corn starch	.06½
(120-lb. boxes ¼c higher.)	
Casco Potato Flour, 20-lb. boxes, per lb.	10

BRANTFORD STARCH
Ontario and Quebec

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06¾
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.07¼
Barrels, 200 lbs.	.06¾
Kegs, 100 lbs.	.06¾
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs.	.07¾
8 in case	.08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	.08¼
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes, containing 40 fancy pkgs., per case	3 00
Celluloid Starches—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.06½
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07¾
"Crystal Malze" Corn Starch—	
1-lb. pkts., boxes of 40 lbs.	.07¾
(20-lb. boxes ¼c higher than 40's)	

COW BRAND BAKING SODA

In boxes only.

Packed as follows:

5c packages (96)	$ 3 20
1 lb. packages (60)	3 20
½ lb. packages (120)	3 40
½ lb. 60 / 1 lb. 30 } Packages Mixed	3 30

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	$2 65
5-lb. tins, 1 doz. in case	3 00
10-lb. tins, ½ doz. in case	2 90
20-lb. tins, ¼ doz. in case	2 85
Barrels, 700 lbs.	3¾
Half barrels, 350 lbs.	4
Quarter barrels, 175 lbs.	4¼
Pails, 28½ lbs.	1 95
Pails, 25 lbs. each	1 40
3 lb. Perfect Seal Jar, 1 doz. in case	2 70

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	3 00
5-lb. tins, 1 doz. in case	3 35
10-lb. tins, ½ doz. in case	3 25
20-lb. tins, ¼ doz. in case	3 20

(5, 10 and 20-lb. tins have wire handles.)

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case	3 60
Barrels	0 04¾
½ barrels	0 05

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case	$4 05
5 lb. tins, 1 doz. in case	4 75
10 lb. tins, ½ doz. in case	4 45
20 lb. tins, ¼ doz. in case	4 35

Delivered in Winnipeg in carload lots.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size	Mam.	Large	Med.
2½ Can	$ 4.75	$ 3.75	$2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can	14.00	12.00	9.00

YUBA BRAND

2½ Can	$3.00	$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Picnic Can	...	.90

All prices per dozen—F.O.B. Jobbing Points

Bigger and bigger sales for you

GOLD DUST



Grocers who have displays of Gold Dust in their windows and on their shelves find that they are selling many extra packages. Put a Gold Dust display in your store *now*.

Every woman who enters your store *knows* Gold Dust—the chances are, has tried it.

Our extensive, continuous advertising *actually* works for you. It explains how Gold Dust saves work—how it can be used for cleaning *everything*.

Gold Dust has made good with women because it saves them work—and it has made good with merchants because it makes satisfied customers—the biggest asset any store can have.



THE N. K. FAIRBANK COMPANY
LIMITED
MONTREAL

"Let the GOLD DUST TWINS do your work."

See That Coupon

IF that *same coupon* pointed to a $50.00 bill, it would hardly be of more value than the message it will bring you if filled out and returned to-day. That coupon will show you how to turn your spare time into golden dollars. Better fill it out and send it to us, hadn't you? Don't allow this opportunity to get away.

When you have a spare hour or two, why not turn it into cash? That's exactly what our plan is for. It gives *any one* a big opportunity of making any spare moments produce results. One hour a day is easily good for an extra $5.00 a week. Your earnings depend entirely on the amount of time you devote to the plan. That coupon is waiting *Right Here*. Better send it along.

Tear It Here. Mail It To-day.

The MacLean Publishing Co.
LIMITED
143-153 University Avenue
TORONTO ONTARIO

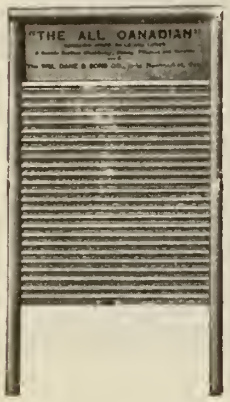
The MacLean Publishing Co., Limited,
143-153 University Avenue, Toronto, Ont.

Gentemen,—Do I understand that you have a plan that will turn my spare time into Dollars? If that's right,- Rush full particulars. I'm interested.

Name .....

Address .....

The New All-Canadian, All Wooden Washboard—*A serviceable, long-wearing washboard retailing at 20c.*



A splendid new line which is proving immensely popular. Zinc and Aluminum washboards are out of the question owing to the high prices of these materials.

Cane's New All-Canadian, All-Wooden board satisfactorily fills the want thus created. This new washboard gives your customers even better service than the old zinc or aluminum lines and at much less cost.

The New All-Canadian board is built for long wear—the rubbing surface being made from specially selected Canadian hardwood. A trial order will prove worth while to you. Send it in to-day.

The Wm. Cane & Sons Company
Limited

Newmarket, Ont.

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $5.75, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.

Hamilton - Winnipeg

No. 50

Call us to Bat!

(Canada's 105-year-old Pioneer)

The Tobacco Window



"Do you know, lad, I watched the effect of a tobacco display in a Grocer's window the other day and was very much surprised to see the number of men who stopped and looked it over.



If a man uses the weed at all, he's usually on the lookout for something new in a tobacco window. I can vouch for the business that Grocer got from his display, if he sold the men who went into his store after stopping at his window."

Your Grocery Store is the logical place to sell King George's Navy Chewing Tobacco. It pulls the men to your store.

Rock City Tobacco Co., Ltd.
Quebec and Winnipeg

Buyers' Guide

Under the Winding Up Act

IN THE MATTER OF

Ramsays Limited in Liquidation

Sale By Tender

Tenders will be received by the undersigned up to 12 o'clock noon on the 6th day of June, 1916, for the purchase of the following assets:

Parcel No. 1. The Biscuit, Candy and Syrup plant situated in the City of Montreal, bearing Civic No. 330, Nicolet Street, including land, building, machinery, office furniture, goodwill, trade marks, etc. The plant, which faces on three streets, is well situated, is in first class condition to begin operations at a moment's notice, has excellent shipping facilities with a railroad siding to the property.

The land measures 110 feet on Nicolet Street by 264 feet on Duquette Street, having a total superficial area of 29,000 square feet, more or less. The buildings measure 200 feet by 50 feet, not including the Engine Room and Stables, and are all solid brick and frame construction throughout, and in a good state of repair. One building is two storeys and basement, and the other building three storeys and basement, the whole containing approximately 38,000 square feet of floor space, including the concrete basement.

The Machinery and Equipment is in good repair, the Biscuit Plant having a capacity of 120 barrels of Flour per day, the Candy Plant having a capacity of 5,000 to 10,000 lbs. per day, and the Syrup Plant having a capacity of about 1 car-load or 500 cases per day. The Biscuit Plant, includes 1 three pan Travelling Oven, and 1 Reel Oven, with 12 shelves. The Steam Power Plant comprises 1 High Speed Leonard Steam Engine, 65 H.P., and the boiler is return tubular 100 H.P. capacity. There is also stable accommodation for ten horses.

Parcel No. 2. Merchandise, Raw Material, and Stock in Trade, as per inventory, valued at $21,988.42

Parcel No. 3. Book Accounts as per list 9,400.00

The property and inventory may be seen on application to the Liquidator.

As to parcel No. 1, bids are invited on the land and buildings as one lot, and on the Machinery, Fixtures, Trade Marks, Goodwill, etc., as one lot.

TERMS OF SALE—A certified cheque payable to the order of C. W. Baker, Liquidator, for 10 per cent. of the amount must accompany each tender, the balance being payable in cash on adjudication for parcels Nos. 2 and 3, and terms may be arranged on parcel No. 1 if satisfactorily secured. The amount deposited will be returned if the tender be not accepted.

The purchaser shall search title at his own expense, and the vendor shall not be required to furnish abstracts or produce any deeds, except those in his possession. The purdeclarations or any other evidence of title, chaser shall have ten days within which to make any objections or requisitions in respect to the title, and in case purchaser makes any valid objections or requisitions which the vendor for any cause be unable or unwilling to answer, the vendor may then rescind the sale, in which case the purchaser shall be entitled only to the return of the deposit money without interest, cost or compensation.

The lowest or any tender not necessarily accepted.

Dated at Montreal, this 18th day of May, 1916.

C. W. BAKER,
Liquidator.

232 St. James St., Montreal, P.Q.

TANGLEFOOT

The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

OAKEY'S KNIFE WELLINGTON POLISH

JOHN OAKEY & SONS, LIMITED, LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto St. Toronto — 52 Can. Life Bldg. Montreal

Toronto Butchers' Supply Co.
LIMITED
Cleaners, Importers, and Exporters of Sausage Casings. Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.
49 DUNDAS STREET. - - TORONTO

EGG FILLERS
Our capacity is three times the total Filler requirements of Canada
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LIMITED
TRENTON, ONTARIO, CANADA

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS
Book-debts are moneys in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

W. GEO. VARTY
29 Melinda Street - TORONTO
Agent for G. WASHINGTON'S COFFEE
Phone M. 7089

This space $1.00 per insertion on yearly order.

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

MISCELLANEOUS

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

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"THISTLE" BRAND

A. P. TIPPET & CO., Agents

Cases, 4 doz. each, flats, per case $5 85
Cases, 4 doz. each, ovals, per case 5 85

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MAGOR SONS & CO., LTD.

Robinson's patent barley, ½-lb. tins, ...; 1-lb. tins, ...; Robinson's patent groats, ½-lb. tins, ...; 1-lb. tins, ...

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Polish, Black, Tan, Ox-blood and Nut-brown 0 85
Dressing, White, 4-oz. bottle 2 00

NUGGET POLISHES Doz.

Polish, Black and Tan 0 85
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Card Outfits, Black and Tan 2 25
Creams and White Cleanser 1 10

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Hamilton and Toronto.

Pure Fruit, Jams and Jellies

Raspberry and Apple, Strawberry and Apple, Peach and Apple, Plum and Apple, Gooseberry and Apple, Black Currant and Apple, Red Currant and Apple: Tumblers, 90c. doz.; 12-oz. jars, $1.20 doz.; 16-oz. jars, $1.60 doz.; No. 2 gold tins, $2.30 doz.; No. 4 gold pails, 40c each No. 5 gold pails, 50c each.

Fruit Pie Filling

Raspberry flavor, strawberry flavor, peach flavor, plum flavor, gooseberry flavor. No. 2 gold tins, $2.30 doz.

Whole Tomato Catsup

½ pints, bottles 0 95
Pint, bottles 1 30

Worcestershire Sauce

½ pints, doz. 0 95
Pints, doz. 1 30

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pkgs.. 1 20

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs. .....$ 0 60
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Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs. 0 46
Currency, 6s, ½ butts, 9 lbs. 0 46
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs. 0 48
Walnut Bars, 8½s, boxes 7 lbs. 0 64
Pay Roll, thick bars, 8½s, 6 lb. boxes 0 68
Pay Roll, thin bars, 8½s, 5 lb. boxes 0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies 0 68
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Empire, 7s and 14s, caddies 15 lbs., ¼ caddies, 6 lbs.. 0 56
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Forest and Stream, ¼s, ½s and 1-lb. tins 0 80
Forest and Stream, 1-lb. glass humidors 1 00

Feature

THE TWO ROYALS

for better Summer Selling

There is a hot summer promised and that fact together with the high cost of meat will make salads more popular than ever.

Up-to-date dealers are planning big summer business by featuring the **Two Made-in-Canada Royals**

Royal Salad Dressing

and

Royal Mayonnaise

The superior quality of these two products wins the commendation of the most hard-to-please customer. Though dependable sellers at every season of the year they are particularly good during the summer months.

Lay in a stock to-day and recommend them to your best customers.

The Horton-Cato Mfg. Co.

WINDSOR, CANADA

PLEASE
Take Notice

SIMCOE

2 lb. Strawberries, in heavy syrup, $1.45 per dozen.

BRITANNIA

2 lb. Red Raspberries, in heavy syrup, $1.45 per dozen.

GLOBE BRAND

2 lb. Peeled Pears, $1.20 per dozen.

Net 30 Days, ex Warehouse, Montreal

HUDON, HEBERT & CO., Ltd.
MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

CONCORD
NORWEGIAN SARDINES

will bring satisfaction and profit to every Grocer handling them, because they are highest quality goods, backed by a guarantee appearing on each tin.

Only the finest, freshly-caught autumn fish, and the purest olive oil are used, all hard, tough fish being rejected. 24 to 28 fish go to a tin, and they are mild cured and not too much smoked.

The demand for these high-class sardines is steadily increasing, appreciation of their quality being thereby shown.

Are you handling CONCORD? Order from your wholesaler TO-DAY.

CONCORD NORWEGIAN SARDINES CCC CONCORD CANNING CO. STAVANGER NORWAY

LIST OF AGENTS:

R. S. McIndoe, Toronto. Watson & Truesdale, Winnipeg.
Maritime Fish Corp'n., Limited. W. A. Simonds, St. John, N.B.
H. C. Janion, Vancouver, B.C.

Y & S STICK LICORICE
48 5c. Packages to Box



The old-fashioned remedy for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY
MONTREAL

HERE ARE A FEW OF

McVitie & Price's BISCUITS

established favorites from the Old Country, which every grocer should stock:

DIGESTIVE.	"The Premier Biscuit of Britain." Finest wholemeal.
SCOTTISH ABERNETHY.	The Scottish favourite.
ACADEMY CREAMS.	Rich cream-filled shortbread biscuit.
CREAMY CHOCOLATE.	Chocolate biscuit filled with cream.
OSBORNE.	The standard Old Country biscuit, delightful flavour.
RICH TEA.	Popular Scottish tea biscuit.
SMALL PETIT BEURRE.	Fine butter flavour.
BELGIUM.	Rich shortcake.
BUNTY CREAMS.	Butterfly shape, cream sandwich, almond flavour.
BUTTERETTE.	Light short-eating cracker.
ROYAL SCOT.	Ideal tea or coffee biscuit.

McVitie & Price, Limited
EDINBURGH and London

McVitie & Price of Canada, Limited
Vaudreuil St., St. Paul St. E. Montreal

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making a hit.











Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Black Oil Polish. The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retails 25c.

"QUICK WHITE" (Liquid) makes dirty Canvas shoes clean and white. A sponge in every package, so always ready to use. Retails for 10c. and 25c.

"SUPERB" (a paste) for polishing Patent and Shiny Leather Boots and all Shiny Leather Articles. Cover remover attached to each box. (See cut.) Retails 10c.

"DANDY" RUSSET COMBINATION. For cleaning and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retails 25c. "Star" russet combination (10c size). Russet, Brown and Ox Blood Pastes (5 sizes of each color).

"ELITE" BLACK COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retails 25c. **"BABY ELITE" COMBINATION** (10c size.) **"ELITE" PASTE** in 5 sizes.

"ROYAL GLOSS" self-shining dressing, for ladies' and children's black shoes. (See cut.) Retails for 10c.

Ask Your Jobber's Salesman For *Whittemore's Shoe Polishes*

WHITTEMORE BROS. CORP., BOSTON, MASS., U.S.A.

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND

Made in Canada

All The Rich Flavor





Of The Concord Grape

E D S

LARGE PROFITS

The strength and purity of E. D. Smith Grape Juice make dilution necessary for it to be palatable—*most economical—goes further.*

The Natural Concord Grape flavor is fully conserved by a special process, giving the E.D.S. Grape Juice a delicate flavor that has won favor. A heavy demand is expected, the supply is limited. Place your orders early.

E. D. Smith *and* Son, Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Nicholson & Bain, Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.; B. C. Merchandise Brokerage Co., Vancouver, B.C.

In This Issue—How Hams Have Advanced In Recent Years

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, JUNE 2nd, 1916 No. 22

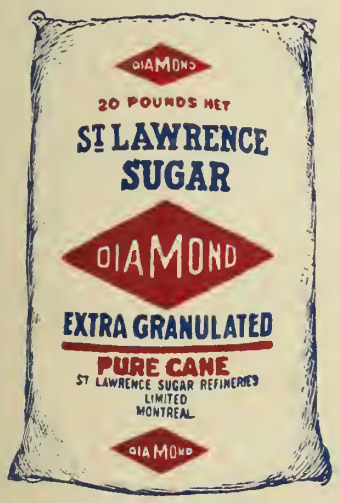
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Copy of report will be sent on request to anyone interested.

Preserving time is with us



and with it the daily demand for a pure cane sugar. **Give your customers the best**—the kind they can depend on for perfect results. Give them

St. Lawrence



DIAMOND

Sugar

—the sugar that satisfies the most particular housewife, the sugar that is 100% pure cane.

Good Jams, Jellies and Preserves are positively assured when St. Lawrence Sugar is used.

St. Lawrence Sugar Refineries, Limited

MONTREAL

DIAMOND DIAMOND

Big Summer Business

Don't on any account allow your stock of O-Cedar to get low this summer. Every indication points to big business. During the hot weather the women folk want as little housework as possible.

O-Cedar Polish

(Made in Canada)



and the O-Cedar Polish Mop will keep their homes bright and clean with the minimum of effort. They know this and will be asking for it. Don't be *out of stock and thereby* lose sales.

Send Your Order To Your Jobber To-day

CHANNELL CHEMICAL CO., LIMITED, TORONTO, CANADA

Before tying up the last grocery parcel suggest

DR. CASSELL'S TABLETS

to your customers.

This widely known and efficient "Old English" Nerve Food is undoubtedly the most reliable remedy for nerve troubles obtainable anywhere.

Our big consumer advertising campaign costing $60,000 has created an ever-growing demand for this splendid nerve "straightener." An effective counter display is all that is necessary to start big sales with "Dr. Cassell's."

Why let this profitable trade slip by you when your patrons who daily visit your store are badly in need of just such a remedy?

A trial order will give you the right start. Send it in to-day.



Dr. Cassell's Medicine Co., Ltd.

CANADIAN AGENTS:

Harold F. Ritchie & Co., 10-14 McCaul St., Toronto

THE BERKEL'S PATENT CO.

LONDON AND ROTTERDAM
(ENGLAND) (HOLLAND)

HAVE PLEASURE IN ANNOUNCING
THAT

The HOBART MANUFACTURING COMPANY

105 Church Street, Toronto, Ontario

HAVE BEEN
APPOINTED THEIR AGENTS
IN CANADA
FOR THE SALE OF

Van Berkel's Patent Slicing Machines

The World's Best Meat Slicer.

The Hobart Manufacturing Company will be prepared to give all information regarding the BERKEL'S PATENTS, combined with prompt attention to present users of V. B. P. Slicing Machines.

A Merchant shouldn't do anything a machine can do for him



Our complete 1916 model takes care of all transactions between clerks and customers. It makes no mistakes, never forgets, and works fast. It satisfies customers and increases profits.

Some of the things our complete 1916 model does:

1. It forces accurate records of all transactions between clerks and customers.
2. In two seconds it prints a receipt or sales-slip showing the amount paid or charged.
3. It gives the merchant the cheapest, most direct, and most effective advertising of his store and his service.
4. It prints a visible list showing 14 or 42 of the last transactions. This tells the merchant what is done in the store even when he is away from it.
5. It stops practically all disputes with customers about money and accounts.
6. It tells the merchant which is his most valuable clerk.
7. It tells him what each department of his business is doing.
8. It tells the total number of customers daily.
9. It tells how many customers each clerk waits on and the amount of his sales.
10. All these things save a merchant time; free him from work and worry; attract trade and increase profits.

Merchants realize these things and are buying them so fast that we shall soon be far behind our orders.

Don't forget, NOW is the time to make money. The harvest is ripe. Will you reap it with an old-time sickle or an up-to-date self-binder ?

Our complete 1916 models are as far ahead of our old registers as the self-binder is ahead of the sickle.

Our registers are making money for thousands of merchants.

What is good for others is good for you.

Sold on small monthly payments or liberal discount for cash

The National Cash Register Co. of Canada, Ltd., Toronto, Ont.

Sign and send this coupon now

To The National Cash Register Co., Toronto, Ont.
Without obligating me in any way to buy, I would like to know more about your complete 1916 Model Receipt-Giving Cash Registers and "NCR Service."
We have..... salesmen in our store.
We have a register.... .....years old.
Principal lines of merchandise carried are
.....
Firm Name .....
Address .....

If any advertisement interests you, tear it out now and place with letters to be answered.



A "Leader of Quality" since 1857

Now is the time to cash in on BORDEN'S Milk Products

With the ushering in of the real Summer weather the camping and picnicking season commences in real earnest. Have you fully considered the big profits to be secured, by pushing the sales of Borden's Milk Products —the most convenient and compact food for camper, cottager or picnicker.

You won't need to "talk up" any Borden line to your customers. They already know of the Milk products that have held the approval of the public for three generations. Our consumer advertising in newspapers and on bill boards the country over has introduced the Borden leaders to every community in Canada. Hence the demand is already created—it only needs a neat window or counter display in your store to secure your proper portion of this trade.

The Borden system is a dead-sure guarantee of absolute purity. Every Borden line is as pure and palatable as the most scientific methods of sterilizing and clarifying can make it.

If you do not already sell Borden Milk Products, why not begin now? They are popular the year round, but particularly during the hot weather.

Ask your wholesaler.

Borden Milk Co., Limited
"Leaders of Quality"
MONTREAL
Branch Office: No. 2 Arcade Building, Vancouver



"'Brunswick Brand' Again, Please"

That's what your customer will say after having once tasted the delicious, wholesome sea foods put up by us in our up-to-the-minute and ideally located plant at Black's Harbor, N.B.

Their quality and popularity are such as to guarantee you a steady and continuous growth of repeat business from the time you start to display them in your store.

Now is an ideal time to begin a better business in your fish department. A stock of Brunswick Brand will make an effective display, resulting in a quick, profitable turnover.

Have you a supply on hand?

Connors Bros., Limited

BLACK'S HARBOR, N.B.



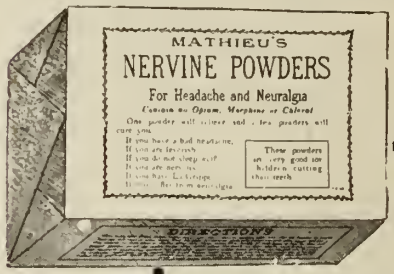
Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $5.75, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.

Hamilton - Winnipeg



It pays to feature MATHIEU'S NERVINE POWDERS

BECAUSE there is always a big demand for some safe, sure and permanent nerve remedy, and this demand is most efficiently filled by Mathieu's.

Among the people coming into your store every day are many to whom these curative powders would be a veritable blessing. It is up to you, Mr. Dealer, to bring the merits of Mathieu's Nervine Powders before them. Every sale will mean more to follow, because every user of this effective remedy will be a "booster" for it.

Don't hesitate to recommend Mathieu's. It cures quickly and permanently without any harmful after effects.

Send for a small trial order to-day.

J. L. Mathieu Co., Proprietors
SHERBROOKE, QUE.

If any advertisement interests you, tear it out now and place with letters to be answered.

GOING CAMPING THIS SUMMER?

Too Busy!

Well—perhaps your customers are going.

Don't let them get away without a supply of "Canada First" Milk.

You can make the sale if you tell them it is clean and safe—while ordinary cows' milk from an unrestricted source is dangerous.

It keeps until opened and for some days after.

Handy - Clean - Safe



Sell it for Camping and Summer Homes

A word to the wise is sufficient.

Aylmer Condensed Milk Co.
Limited
AYLMER, ONTARIO



On Sale at all News Stands

15 CENTS A COPY

Selling Power



to a tradesman is one of the most important attributes of the goods he buys.

CLARK'S PORK AND BEANS

have the quality that satisfies, have the name that guarantees and have the popularity which makes sure sales.



ORDER NOW.

W. CLARK, Limited, Montreal

Clark's

If any advertisement interests you, tear it out now and place with letters to be answered.

The 5 Cent Line
Babbitt's Cleanser



Your customers will be grateful to you for putting them in touch with this big money-saver.

It is a full weight can of the best Cleanser on the market, and retails for 5c. thereby giving double value (and premiums for the trade-marks as well).

It shows you a good profit and is a sure repeater.

Agents
WM. H. DUNN Limited, Montreal
DUNN-HORTOP, Limited, Toronto



The Pickles of top-notch quality

Throughout the Dominion the high grade quality and delicious palatable flavor of **Queen Quality Pickles** have won for them the approval of the better class customer.

If you're not already selling these trade getters you should begin now and learn the real value of them to you.

Write for quotations on Sweet, Mixed and Chow-Chow Pickles, English Chow-Chow in pails, Worcester Sauce bottled or in bulk, Universal Sauce, Bonded Spirit and Cider Vinegar.

Write us to-day.

TAYLOR & PRINGLE
Owen Sound, Ont.

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND

Push Ocean Blue with confidence, and you will secure the confidence of your customers.

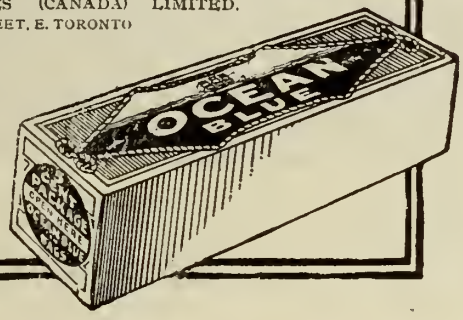
OCEAN BLUE

sells on *merit, quality, value.*

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED.
33 FRONT STREET, E. TORONTO

Western Agents:
For Manitoba, O. F. Lightcap, 179, Bannatyne Av. E., Winnipeg.
For British Col. and Yukon: Creeden & Avery Rooms 5 and 6, Jones Block 407, Hastings Street, West, Vancouver.





When you sell

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
by Canadian Employes.

H. J. Heinz Company

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto

Century Salt

Pure, even crystals

This is the evidence of the extreme care taken in the refining and packing of **Century Salt.** The salt that is best for table or dairy. Every store should handle **Century.** Order from your wholesaler or direct. We ship promptly. Get our quotation on assorted carloads.

THE DOMINION SALT Co Limited
SARNIA - ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

ONTARIO

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners and Drug Specialties
12 FRONT STREET EAST TORONTO

Can quote you low prices on evaporated apples and gallon apples, both first-class quality, subject to market changing, ex Toronto.

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

MEN WITH SALES ABILITY.

We have a few desirable openings for men of this type to call on Grocers in connection with Star Egg Carriers and Trays. 63% of the grocers of the country are already using Star Equipment. To men with proven selling ability we can offer an exceedingly interesting proposition.

For particulars, apply
STAR EGG CARRIER & TRAY MFG. COMPANY
1113 JAY STREET ROCHESTER, N.Y.

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

WESTERN PROVINCES

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP
179 Bannatyne Ave. - Winnipeg, Man.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited

THE H. L. PERRY CO.
214-216 Princess Street, Winnipeg
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.
Correspondence solicited.
"Always on the Job"

British firm having a large connection among best buyers in Great Britain invites correspondence and offers from
Shippers and Packers of Pork, Frozen and other Meats, Dairy Produce, Canned Goods, etc.
CIF, FOB, and landed terms. Advances against consignments. References exchanged.
WM. THOMAS & CO.
General Provision Commission Merchants and Brokers
29 Tooley Street, London, Eng.
Telegraphic and Cable Address:—Prodairos. Tooley London, A.B.C. Code, 5th Edition.

MARITIME PROVINCES.

J. N. COCHRAN
Manufacturers' Agent and Grocery Broker
FREDERICTON, N.B.
I have a connection with both wholesale and retail trade throughout the entire Maritime Provinces.

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

ESTABLISHED 1849
BRADSTREET'S
Offices Throughout the Civilized World
OFFICES IN CANADA

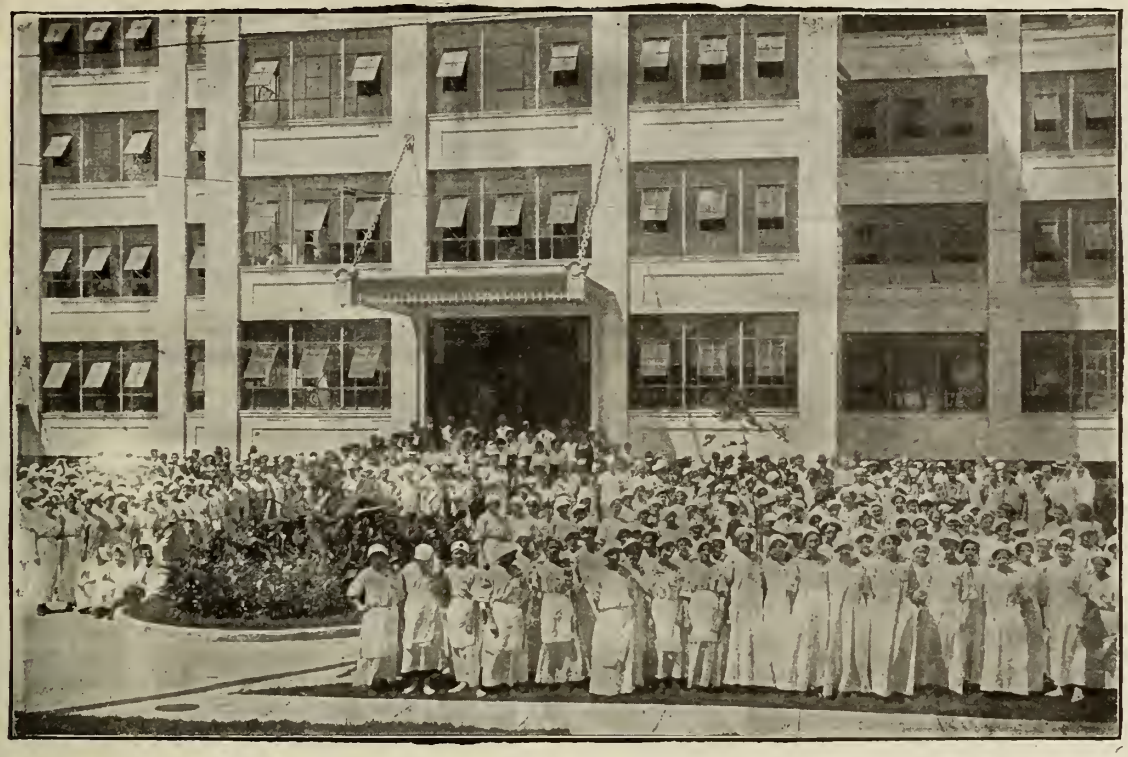
Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	

Reputation gained by long years of vigorous, conscientious and successful work.
THOMAS C. IRVING, General Manager Western Canada
TORONTO

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out



A glance

at this fine new building for McCormick's Biscuits and one realizes the aptness of the description, "A snow-white home for a pure food." Its situation is right on the edge of the country. Its equipment is the marvel of visitors. Forty thousand feet of glass flood the whole interior with sunshine and pure air The tiled walls are white enamelled. The employes—men and women—are spick-and-span in spotless white uniforms: everything is done to secure hygienic cleanliness in every department. The building contains an employes' dining-room and cafeteria seating 1,500; a library, a visitors' reception room, and employes' rest room and a gymnasium. An output covering some 1,200 varieties gives some idea of the magnitude of the business done.

The McCORMICK MANUFACTURING CO., LIMITED

General Offices and Factory: London, Canada. Branch Warehouses: Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Port Arthur, St. John, N.B.





They Generate Customer Confidence





The superiority of MALCOLM CONDENSING CO.'S MILK PRODUCTS is so very evident that the most particular people prefer these made in Canada leaders to any others. The big sales which everywhere mark their displays are a mighty sure indication of the high estimation in which these products are held.

Dealers who know are featuring the Malcolm Lines in their window and counter displays. Appetizing and nutritious in the extreme repeat orders always result from initial sales.

An increased turnover always results from a display of these goods. Get one up to-day and be thoroughly convinced of Malcolm popularity.

Note our list:

St. George Brand Coffee, 2 doz. in case	$4.80
St. George Evaporated Milk, 4 doz. in case	3.75
Banner Condensed Milk, 4 doz. in case	5.75
Princess Condensed Milk, 4 doz. in case	4.75

Freight up to 50c per 100 lbs. paid in Ontario, Quebec, and Maritime Provinces.

The Malcolm Condensing Co., Limited, St. George, Ont.

If any advertisement interests you, tear it out now and place with letters to be answered.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality
—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO



If you are buying or selling produce of any kind in quantities get in touch with us

Our spacious cold storage plant is up-to-date in every respect, and we are fully equipped to supply both local and export trade with the finest quality butter, eggs, cheese and poultry.

Ask about our public cold storage system. Our terms are very moderate.

A postcard to **"Canada's old Reliable Produce House"** will show you how we can save you money.

Write us to-day.

The J. D. Moore Co., Limited
ST. MARY'S, ONT.

In our Classified Columns on page 53, there is almost sure to be a proposition which will interest you.

You should use our Condensed Ad. page for making your wants known. Whether it be a partner, clerk or salesman required, or a buyer for your business, or if you have bought a cheese-cutter or a showcase, etc., and want to sell your old one, you will find Canadian Grocer's Classified page most productive of replies.

ADVANCE—OR RETIRE?

There's no Standing Still in Business

It's lines like H.P. SAUCE that make for progress.

Good Value, Good Profit and Good Advertising—some of you are doing great things through H.P. Sauce. Now how about you?

W. G. Patrick & Co., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.



H.P. SAUCE

If any advertisement interests you, tear it out now and place with letters to be answered.



The soldier's duty is everyone's duty

Sunny Jim says: "A soldier's duty is to take care of his body. This is plainly everybody's duty at this time when the nation needs the brains and energy of every citizen. So, watch what you eat because that becomes the body.

"FORCE"

An Old Lesson Taught in a New, Big Way

ain, muscle and nerve per ounce than any other food y? It's wheat—Canada's glorious energy-making rich, tonic barley malt. What for? To make it imulating, extra delicious. Then it's rolled, flaked, toasted. Open a package and see the crisp, zing result.

breakfast table suppose you put a plate- r each person. Watch the golden- r. Watch the smiles of enjoyment.

ecause it's THE food for muscle, brain

cents, worth it

Hamilton, ywhere

Sunny Jim is preaching a big, aggressive series of "sermons" on the splendid food value of "FORCE," all over Canada. The picture above shows the graphic way he is doing it in newspaper space. This is reaching your "best" trade. More and more of them will want "FORCE," because it is delicious and good and worth its price. *By the way, Mr. Grocer—try "FORCE" for your own breakfast to-morrow morning. You'll like it. It'll be our best advertisement.*



All jobbers.

THE H-O COMPANY, HAMILTON, Ont.

165

HELP YOURSELF TO A REPUTATION

by buying a copy of

THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

YOU will enjoy reading it, because you will find it the most interesting and entertaining book you ever saw—and the *result* will be that:

YOUR BANK ACCOUNT will profit, for the information acquired will save you money—and

YOUR REPUTATION will be strengthened, because you will know so much more about foods, etc., than any of your competitors who do not possess the book. Your customers will be quick to notice the difference and will look up to you as an authority. *Such a reputation is very valuable and brings business.*

SOME PRESS COMMENTS

THE GROCER'S ENCYCLOPEDIA is the most magnificent work of the kind ever published. Complete, authoritative and up-to-date information on every article handled by the grocery trade. Hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

MAKE YOURSELF A PRESENT OF A COPY.

1,200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper and strongly bound in heavy buckram. *It cost more than* $50,000 to produce, but it sells for

ONLY $10.50, DELIVERY PREPAID.

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.



Price list and catalogue free and mailed to any address.

Manufactured by the

W. A. FREEMAN CO., LIMITED

HAMILTON, - - CANADA

Why not instal an Arctic Refrigerator now?

What refrigerator keeps the temperature always low and reduces the ice Consumption to a Minimum?—THE ARCTIC.

What refrigerator has ice chamber fittings of heavy galvanized iron, easily separated and removed for cleaning purposes? THE ARCTIC.

What refrigerator gives the most perfect circulation of dry cold air caused by liberal air ducts properly located? THE ARCTIC.

What refrigerator carries an absolute guarantee as to construction and efficiency? THE ARCTIC.

Our catalog explains every Arctic feature fully. May we send you a copy?



John Hillock & Co., Limited

Makers of High-Grade Refrigerators and Fish Cases

TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

Why You Should Feature KING GEORGE'S NAVY

Make your store the men's headquarters

The Prohibition wave that is sweeping over Canada will result in men in rural districts making the grocery store their headquarters while the goodwife does her shopping.

This is your opportunity to reap some of the harvest presented to you by closing of hotels. Install a tobacco and cigar department and feature good brands.

Feature King George's Navy because of its winning qualities—make it your leader. A small stock will give you a good start. Start to-day.



Rock City Tobacco Co., Ltd. Quebec and Winnipeg

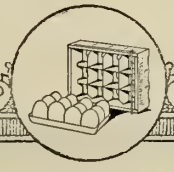


Complete satisfaction. Grocers are pleased with the time saved, trouble eliminated and added profit gained. Housewives are delighted with the convenient and sanitary Tray Delivery and the fact that every egg is delivered sound and unbroken.

Star Egg Carrier Delivery will increase your egg business and more than double your profits. Write for a copy of our booklet 184.

STAR EGG CARRIER & TRAY M'F'G COMPANY

217 JAY STREET ROCHESTER NEW YORK



Which is the cheaper?

To worry along with that old-fashioned and insecure refrigerator that is a constant source of lost profit through faulty construction and poor display facilities, or to install a

EUREKA REFRIGERATOR



the most scientifically perfect on the market to-day.

Whatever your refrigerator requirements may be we can fit you up from among the many Eureka models. The large number of testimonials we are constantly receiving from all parts of the world is convincing proof of Eureka superiority. Get a Eureka now and be prepared for the real hot weather coming.

May we send you our catalog?

REPRESENTATIVES: — James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg., Man., and Hamilton, Ont.; Ed. Dore, 35 Caroline N., Hamilton; W. J. Armstrong 14 Euclid Ave., London, Ont., etc., etc.

EUREKA REFRIGERATOR CO., LTD.

27-31 Brock Ave. 54-56 Noble St. 21-33 Earnbridge St.
TORONTO, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

Robinson's "Patent" Barley
and
Robinson's "Patent" Groats

have a world-wide reputation for superiority that means much to the dealer keeping a display constantly before his customers.

Repeat business is certain with these two leaders. Feature Robinson's "Patent" Barley and "Patent" Groats for steady, year-round selling.

Get in touch with your wholesaler.

MAGOR, SON & CO., Limited

St. Paul Street West, MONTREAL 30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

Advertised and sold all over the Dominion



It's a live-wire line for progressive grocers

—a gentle, natural aperient that stimulates the human system, that stirs up a lazy liver, cleansing the blood of all poison, and turning that dull, tired feeling into a feeling of unlimited action.

What Eno's "Fruit Salt" does for the individual it does as well for the grocery business. By displaying and introducing this famous preparation, you cash in on the desire-to-try created by our extensive consumer advertising campaign—you build a steady repeat business which results in benefit to your other lines.

Grocers sell Eno's "Fruit Salt" all over the country. **Order your supply now from your wholesaler.**

Summer Time is "Fruit Salt" Time.

J. C. Eno Ltd., "Fruit Salt" Works, London, Eng.

Agents for Canada: HAROLD F. RITCHIE & CO, Limited, 10-14 McCaul St. TORONTO

CANADIAN GROCER

VOL. XXX TORONTO, JUNE 2, 1916 No. 22

Makes Money in Summer Beverages

Manager of Winnipeg Grocery House Tells in Detail of System He Uses—Chief Care is to Charge For Empty Cases and Bottles—This Makes Certain Their Recovery—Uses Conspicuous Displays—Grape Juice Year Round Seller.



Interior view of W. H. Stone Co.'s store in Winnipeg, illustrating how summer beverages are conspicuously displayed on a special counter stand.

W. H. STONE CO., Winnipeg, sell soft drinks and make big profits. They sell by the case, and systematically keep track of empties; otherwise they would not make big profits. There was a day when they did not handle soft drinks systematically, and on looking into the matter, it surprised them to find how few empties were returned. In short, they were handing out money to their customers, because empties were all charged by the manufacturer.

The time came when it was necessary for them to sell soft drinks on a strictly business basis, and it will be well to look into their system, as most Western —as well as Eastern—grocers will be handling soft drinks sooner or later, now that the prairie provinces are all dry.

Makes a Good Profit

W. P. White, manager of the St. John's branch of the W. H. Stone business, spoke as follows to Western editor of Canadian Grocer:—

"There is good profit in the soft drink business, but there are a number of things to be watched if the grocer is to make it pay. He must be careful of broken packages, and not leave them lying around in too conspicuous places, such as the warehouse, where the drivers are apt to help themselves in hot weather.

"As far as our experience goes we believe in handling soft drinks by cases or by a dozen bottles at a time. We never sell in less than a dozen bottles. We don't want that business, as the drinks are not served in the store. All cases are charged for. Where we sell half a case or only twelve bottles, we charge for half a case. For instance, we charge $1 for empty cases and bottles; where a person takes twelve bottles we charge 50c. This is only a nominal charge to be sure empties are returned.

"We have a proper system for handling empties. There is a special check

book in which entries are made of all empties leaving the store. For instance we charge 5c for potato sacks, 10c for feed sacks, so much for jars, and so on. This book is used by the driver, who credits customers when they return empties, appending his signature at the bottom. On his return, the book is turned over to the shipper who initials it, and turns it over to the bookkeeper, who gives credit to the customer.

"In case of a cash sale the customer pays one dollar for the empty, and if she returns this to the driver on delivery of the goods, he refunds her a dollar out of his C.O.D. money. He also makes out a credit slip which he brings back, and which is examined by the shipper and initialed, the bookkeeper giving the driver credit for it; so that he keeps his C.O.D. money straight.

System That Teaches Care

"We are very strict, and follow this system out to the letter. When we first enforced it, one or two of the staff expected trouble in cases of cash sales. There was, however, no trouble. It is a good system, and teaches customers as well as our men to be careful.

Credit Note,
The W. H. STONE CO., Ltd.,
Grocers.
Date.....191
M.....
.....

GOODS RETURNED

Driver's Name.....

System used by W. H. Stone Co. for keeping track of returned empties so as to credit customers accurately.

"Our sales are chiefly of mixed pop and stone ginger beer. The case business is the only practical one where deliveries are being made, but there is no reason why the smaller grocer should not make a bigger profit by selling smaller quantities so long as he sees that empties are charged or returned.

Big Trade in Grape Juice

"Our sales of grape juice were very heavy last year. We expect an even bigger demand this year despite the late spring. Our success is mostly due to attractive displays in the store, and good salesmanship on the part of the staff. Much depends on the ability of the clerk. We do not think the brand has so much to do with our sales as salesmanship. The average person asks for a bottle of grape juice and relies on us giving him a first-class article.

"Last summer we had a display of soft drinks and other summer beverages right through the season, and found it exceptionally helpful as a business getter. We feel that our sales even in the winter months were heavier on account of this display. During the Christmas season we had a big demand for grape juice and lemon squash put up in attractive packages. In fact, one of our best sellers is a lemon squash made by a Canadian firm."

The display stand referred to by Mr. White, can be seen in the accompanying photograph, which gives an excellent idea of how the soft drink business can be effectively displayed and made to result in big business.

Advertising Now More Truthful

Good Work on Part of the Winnipeg R.M.A. — Business Tax to be Fully Investigated — Trophies Presented to Winning Curling Rinks—The New Officers.

WINNIPEG, June 1.—(Special.)—Officers were elected as follows at the annual meeting of the Winnipeg branch of the Retail Merchants' Association of Canada, held last week:—President, J. W. Kelly, manager J. H. H. McLean Co.; first vice-president, G. W. Markle, manager Henry Birks Co.; second vice-president, Robert Burns, manager Fit Reform Co.; treasurer, John O'Hare (grocer); secretary, John H. Curle.

Reports were received covering the work of the various committees. The retiring president, J. A. Banfield, emphasized the importance of the association and co-operation among the merchants. He urged greater interest in the affairs of the city and in the men responsible for civic government.

J. H. Curle, in his report, outlined the growing importance of the Credit Reporting Department and the appreciation of the merchants, evidenced by the use being made of it.

The efforts of the association to promote truthful advertising is producing good results, as considerable copy is being rejected by the newspapers of Winnipeg and the advertising managers are assisting, as is shown by the improved character of the ads. carried in the Winnipeg newspapers.

Considerable work has been done to enforce the Gold and Silver Marking Act. Dealers who were found to be using tactics contrary to the provisions of this Act were prosecuted, and the selling methods of certain dealers who are fleecing the public will receive attention. W. J. Ryan, of Toronto, made a visit to Winnipeg early in the month of May and took charge of a number of cases in the local police court.



JOHN O'HARE, Winnipeg.

Mr. O'Hare, who is a grocer, was appointed treasurer of the Winnipeg branch, R.M.A., at annual meeting.

A. G. Carter, chairman of the Early Closing By-law Committee, reported changes in the department responsible for the enforcement of this by-law, which have resulted in numerous convictions, and will lead to a closer observance of this ordinance.

An investigation of the business tax as levied in Winnipeg is under way, and it is expected that a change will soon be brought about to do away with the discrimination worked against the retail merchant under the present system.

A good organizer has been secured for the Winnipeg branch in R. I. Colquhoun, who has secured splendid results since he started two weeks ago.

C. F. Rannard reported on the work done by the joint committee of wholesalers and retailers, which is acting, not only for the city, but for the entire province as well. Many complaints have been adjusted through this committee.

F. W. Dudley, chairman of the membership committee, reported an increase of 85 members for the year, bringing the membership to over 400 for the city.

W. T. Devlin reviewed the work undertaken by the joint committee of com-

(Continued on page 42.)



This illustration presents some good suggestions for a Summer Goods Window Trim. It is a display that a strong wind is not liable to injure.

Studying the Weather Man

The Wind May Do as Much Harm as Too Hot a Sun—Protecting Meats and Provisions From Gales—One Grocer Learns by Experience — Regulating Window Displays by Watching the Weather

Written from interview with a Canadian Grocer

NO this is not an article dealing with whether it is going to be a hot summer, nor yet whether we are going to have abundance of rain for the crops. It does not prophesy as to whether Saturday next will be picnic weather or no, and the writer is taking no chances in outlining what the weather will be a month from now in order that you may arrange your holidays accordingly. All these things are perquisites of the Weather Man—as are also the mistakes accruing from attempts to settle them.

Nevertheless the weather has a good deal to do with grocers, and they with it. This was borne out very forcibly recently in connection with a gale which rampaged over one part of Ontario at about 50 miles an hour. In addition to such small trifles as the pulling down of new fences, raising the roofs from several houses, and denuding the landscape of divers trees, this gale probably did some damage to grocery stores of which the owners may not be aware.

Ever Wonder Why?

Did you ever wonder why it is that some times when you put in some cooked meat and bacon into your window, or possibly some fruits, that, although there is no very great heat coming from the sun, the meats or fruits in the window may be dried up before the end of the day? Did you ever stop to wonder why this is?

The object lesson was recently brought home to one grocer at least. He displayed in his window on the morning of the gale some cooked meats and bacon. The provisions were very fresh and looked mighty attractive when he put them in. By the end of the day the meat was dried up and the cheese which accompanied it in the window was also affected. The meats presented a somewhat wizened appearance as if there had been some action which had sucked the freshness and left them dry and torrid. The grocer in whose windows these meats were and who was astonished to find them so at the end of the day began to figure out what had happened. By talking it over with others who had had the same experience before and who had been able to trace these effects to their source, he found out that the harm was done by the wind.

The wind is just as damaging as an extreme sun. No matter how well built and tightly connected the frame of a window is it is almost inevitable that there will be little cracks and crevices through which the searching wind can creep. The consequence is that once in the wind it has free play and has a devasting effect on with whatever it comes in contact, that depends for its sale more or less upon its freshness. Quite a number of grocers apparently are unaware of this. The average grocer nowadays would not be without a shade for his window, intended to protect it from the sun.

Considerable money is spent on shades for this use and yet, although equally unfortunate results may happen from the non-protection of meat from the wind, still, in a great many cases, no protection is ensured against the wind.

It is obviously more or less impossible to procure any screen or safeguard from the effect of wind which creeps in through little cracks and crevices. It is, however, possible to regulate the display of your windows by a more intimate regard for weather conditions. Successful merchants who know that they depend on the freshness and fresh appearance of their goods for their trade have learned that on days like the day referred to, when wind is rioting across the country, it does not pay to put goods of this nature in the window.

Observing the Weather

Canadian Grocer spoke to two or three retailers recently about this:—

"I make a practice of seeing what the weather is going to be like," said one man to Canadian Grocer, "before I dress my window, and if there is a wind I do not put in any perishable goods such as meat, bacon and so on in it. It is my experience that they only spoil and I would rather not display them in the

window for a day, but leave them well displayed inside than have them subjected to the effect of a searching wind."

Grocers should watch the weather more closely for the reasons outlined. By so doing they can save money because fresh goods will ensure trade while tarnished or tainted or dried up looking goods would shut it out.

Many Fine Subjects Slated

Complete Programme for Convention of Manitoba Branch of the R.M.A., to be Held June 6, 7 and 8—"Commercial Preparedness" the Slogan—Conference With Wholesalers —Addresses on Marketing Butter and Eggs.

By J. H. Curle, Sec. Manitoba Branch, R.M.A.

"COMMERCIAL Preparedness" is the slogan chosen for the second annual convention of retail merchants to be held in Winnipeg on the sixth, seventh and eighth of June. For weeks the provincial and city officers have worked with the convention committees in an effort to bring together the merchants of this province. A spirit of co-operation has been shown on every hand in the preparations. The program planned for the three days of the convention should satisfy our merchants, particularly the retailer doing business outside of the city. The addresses and discussions are designed to help our country merchants who have their own peculiar problems.

The program committee has endeavored to provide speakers who are quite capable of making this convention one that should be attended by every merchant who can possibly come. A great many of our mistakes and failures can be attributed to ourselves. This convention will give every merchant who attends—an opportunity of finding out how the other fellow gets over the things that bother him in business. Are you getting all the business of your town or district? If the farmers in your locality are not buying from you, what are you doing to get that business? Have you enough capital to run your business? Are you overstocked? Do you advertise? Is your money tied up in stock and open book accounts? Are you going behind? Do you take trade papers?

H. O. Roberts, secretary of the Hardware Dealers' Association of Minnesota, speaking at Regina said, "The wholesalers get together, the farmers get together, then it is up to us to get together too. Come to a convention. Never miss one."

I hope that every merchant who can come will be at our convention. If you cannot come yourself send one of your clerks. A hearty welcome awaits you.

The program as arranged is as follows:

Tuesday, 10 a.m.—Registration and reception of delegates.

2 p.m.—Address of welcome—Mayor R. D. Waugh, and J. W. Kelly, president Winnipeg branch.

Reply by C. F. Rannard, president Man. Board Retail Merchants' Association of Canada.

4 p.m.—Reports of provincial officers.

Resolutions and questions committee appointed.

Short addresses by E. M. Trowern, secretary of Dominion Board of Retail Merchants' Association of Canada, followed by visiting officers and delegates.

8 a.m.—Addresses on "Commercial Preparedness." (a) Getting More Business, by A. L. Struthers. (b) The Retail Merchant as a Community Builder, by Rev. W. J. Hindley.

Rev. Hindley is a business man as well as a great preacher. Before coming to Winnipeg, he was Mayor of Spokane.

Wednesday 9 a.m. — Conference of wholesalers and retailers. Addresses by: T. D. McGee, representing the wholesalers; C. H. S. Bamford, representing the salesmanagers; followed by a discussion on points raised by the addresses.

11 a.m.—Resolutions and Question Committee will report.

12 a.m.—Photograph of delegates taken.

Wednesday, 2 p.m.—Address on Marketing Eggs, by W. H. Ault, of the Department of Agriculture, of Ottawa. Demonstration of candling eggs will be given during days of convention.

2.30 p.m.—Address on Marketing Butter, by Prof. J. W. Mitchell, professor of dairying at Manitoba Agriculture College, and Dairy Commission of Manitoba.

3 p.m.—Address by W. L. Harris, a leading merchant of Minneapolis.

4 p.m.—Resolution and Question Committee Report.

6.30 p.m.—Banquet at Fort Garry Hotel. J. W. Kelly, president of Winnipeg branch, presiding. Addresses by: Premier Norris, of Manitoba; Mayor Waugh, of Winnipeg; Vere Brown, of Winnipeg, general manager of Canadian Bank of Commerce; A. L. Crossen, president Board of Trade; W. L. Harris, of Minneapolis; E. M. Trowern, Dominion secretary of Retail Merchants' Association of Canada, Inc.

Thursday 9 a.m.—Address on Retail Accounting supplied and illustrated by W. H. Hammell, of Winnipeg, followed by discussion on points raised by the address.

10 a.m.—Address by W. L. Harris, of Minneapolis.

10.30 a.m.—Address on insurance problems and the Workmen's Compensation Act, as it affects the Retailer, by W. E. Hawkins. Mr. Hawkins has rendered a great service to the members of our association; he has saved hundreds of dollars for some of our members.

11.30 a.m.—Resolutions and Question Committee will report.

2 p.m.—Resolutions and Question Committee will report.

3 p.m.—Election of provincial officers.

4 p.m.—Fix time and place of next convention.

COLD STORAGE WAREHOUSE SAVED

Lemon Bros. Visited by Fire—Damage Amounts to $45,000, But Business Resumed Monday Morning

Lemon Bros., produce dealers, Owen Sound, Ont., were visited by a serious fire on Sunday morning last. Lightning struck the elevator cover on the big warehouse, following the cable of the elevator, igniting the woodwork, and the fire spread to the second floor and was soon beyond control. In the third flat was stored large number of egg cases and butter boxes, and when the fire got into these an intense heat was created. A pile of one thousand bags of sugar, which had been unloaded only a short time, were also enveloped and fed the flames. When it was found impossible to save the warehouse, the efforts of the firemen were concentrated on saving the cold storage warehouse in the rear. A strenuous fight of four hours saved this section, and the contents, consisting largely of eggs were salvaged. The machinery also was unharmed.

Only a small portion of the stock in the warehouse was saved. The burned building was owned by Elias Lemon and the stock by his nephews, Morley and Herbert Lemon. There was some insurance on the building and $45,000 on the contents.

The firm has secured a cold-storage plant in an adjoining block, and will have the use of the big, new curling rink until new premises are obtained. The firm resumed business Monday morning.

Compulsory Half-Holiday in B.C.

Deputations of Merchants and Clerks Present Petitions to President Bowser—Some Exemptions Agreed Upon—All Cities Not of One Mind as to the Proper Day—The Premier's Reply.

REPRESENTATIVE retail merchants and clerks of the British Columbia coast cities recently met Premier Bowser in Victoria to discuss the half-holiday. Among those present were:

Vancouver merchants: F. W. Welsh. H. T. Lockyer and W. Dick; clerks, C. D. Bruce, H. H. Bishop; Victoria merchants, W. Spencer, H. O. Kirkham; clerks D. W. Poupard, P. Pike, New Westminster merchants, W. F. Ing; clerk Mr. Moffatt; Nanaimo merchants, G. S. Hougham; clerk, W. Herdman.

Mr. Brown of Brown Bros., asked for exemption of cut flowers from the bill.

One merchant who said he represented 90 per cent. of the meat markets in Victoria asked for exemption for fresh meat. Mr. Poupard, secretary of the Retail Clerks' Association, pointed out that the T. Eaton store in Winnipeg, which employed a large number of meat cutters, closed at 1 o'clock Saturdays and found no difficulty in regard to their meat department. H. O. Kirkham, the proprietor of a large grocery and meat store in Victoria, said he saw no difficulty in closing on Saturdays and his store handled fish, a very perishable food.

H. T. Lockyer of the Hudson's Bay Company, favored a mid-week holiday. W. Dick, for the Vancouver Clothers' Association, spoke in favor of a Wednesday or Thursday half-holiday. Mr. Ing, representing the New Westminster merchants, said the Royal City merchants were unanimously in favor of Saturday.

Mr. Pike, one of the retail clerks, then handed a petition to the premier signed by 159 Victoria retail merchants, favoring the Saturday half-holiday and said he knew of 20 to 30 more signatures he could have obtained had he had time.

Mr. Hougham, secretary of the Nanaimo Retail Merchants' Association, stated that of the 47 merchants in his city 90 per cent. endorsed the principle of a compulsory weekly half-holiday. They had enjoyed a Thursday half-holiday for the past 10 to 12 years. Mr. Hougham saw no reason, however, why conditions in one city should be made to govern another, meaning to say that because Vancouver wanted the holiday on Saturday was no reason why Nanaimo should be compelled to accept that day also, where conditions were very different. He, however, wanted to be quite clear on this point, and that was that if it were necessary to accept Saturday, in order to bring about compulsory legislation for the half-holiday the Nanaimo merchants might compromise on the day.

The Premier, in replying to the delegation, remarked that originally the half-holiday movement was started by the clerks, then the merchants requested compulsory closing of stores, then there was a demand for a certain day to be fixed. Now they came along with a demand for 6 o'clock closing. He stated that this latter request could not be considered in connection with the half- holiday. It had nothing to do with it. It seemed to him too much like bargaining. He advised them to be moderate in their demands and not to take any undue risks by demanding too much. The power to enforce 6 o'clock closing was already in the hands of the various municipalities. It, however, appeared that the question of the half-day closing was too big a matter for the municipalities to handle and therefore the provincial government had been requested to take the responsibility. The Premier pointed out that there would be many difficulties which would not be eliminated by this legislation and that the delegates and those they represented must not be too critical of the result of his efforts to do everything possible in their favor.

Egg Marking Changes Proposed

British Columbia Legislature Bill Not Altogether Satisfactory To The Trade—Deputation to Capital Goes Into The Proposals, And Suggestions Are Tendered.

THE Egg Marking Act being considered by the British Columbia Government, as originally drawn up is meeting with some opposition on the part of the trade.

A deputation of Vancouver wholesalers made a hurried visit to Victoria recently to interview members of the government on the proposed act respecting the marking of eggs, which F. J. MacKenzie, member for Delta, is fathering.

The act has been framed with the idea of protecting strictly fresh British Columbia eggs from competition of storage eggs and eggs imported from outside points. The deputation claimed that the marking of each and every egg which had been at any time in cold storage in that province would not in itself protect the farmers there against unfair competition. Eggs, they declared, might be imported from outside points which had been in storage at place of origin and the bill as drafted did not provide for that contingency.

The deputation contended it frequently occurs, that eggs must be placed in cold storage at a time when the market is glutted. They are thus kept in good condition and may practically be called fresh eggs. On the other hand dealers who do not have storage facilities might be carrying eggs in stock for long periods. Those eggs marked storage would not command the price of alleged fresh ones but might nevertheless be fresher eggs than the latter.

There was no objection made to the proposed branding of each and every Chinese egg as "From China," as the deputation felt that those were a nuisance on the market and had worked great harm to local producers through being sold under misrepresentations.

It was felt that the bill as framed left too many loopholes for fraud.

Instead of storage eggs being marked as such it was suggested that retailers be required to display cards showing the place of origin of eggs offered for sale in letter four inches high, as for instance: Produce of B. C. Produce of Canada. Produce of U. S. A. and similarily, second grade eggs should be tagged "cooking."

These suggested apparently met with favor from the government members who included Mr. MacKenzie, Mr. Alex. Lucas, Mr. Macgowan and Mr. Watson; also Deputy Minister of Agriculture W. E. Scott and Mr. J. R. Terry of the department of agriculture. The Vancouver deputation was composed of R. Brenchley, W. H. Malkin, F. R. Stewart, W. Irwin, A. P. Slade, D. Naismith, D. Shuntz, P. Wilson and R. D. Dinning.

CANADIAN GROCER

ESTABLISHED 1886

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THE MACLEAN PUBLISHING COMPANY
LIMITED.

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H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

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THE SUGARLESS GERMANS

GERMANY is running short of sugar. A despatch to Canadian papers last week points out that the lack of sugar is becoming serious. This is about the first despatch of the kind. For many moons it has been pointed out that whatever else Germany had not, she had lots of sugar; sugar to burn. Now comes authentic facts and figures proving that this is not the case. As a matter of fact CANADIAN GROCER was the first paper in Canada—as far as we can determine—to point out that Germany would run short of sugar. On February 4, 1916, under the caption, "An Inside Sugar Story," it was shown that Germany's beet crop was only 30 or 40 per cent. of normal, and that so far from having any sugar to supply Switzerland and Turkey, Germany would not have enough of her own to last her till September of this year when the new crop was harvested. This 'inside sugar story' now receives indisputable corroboration.

Germany had a great deal of sugar when war broke out. One would have thought that the astute "bigwigs" in Berlin would have seen to it that their stores of sugar were preserved. They did not. Sugar was exported wholesale to neutral countries. Production was cut down; otherwise, figured these wiseacres in economics, prices would slump. More than that, beets were so plentiful, stores of sugar were so heavy, that great quantities of beets found in the invaded French and Belgian territory were fed to cattle.

What has happened? Drawing near to the end of the second year of war, Germany is feeling acutely the lack of sugar. For, there being so very much sugar on hand in 1914 and early part of 1915; there being need for grains, which were scarce; there being a scarcity of labor; farmers were told to stop raising beets and raise grains where possible. They did so, meanwhile continuing to feed beets to their cattle (they hadn't much fodder anyway), and all the time sugar was running lower and lower. To-day there is on hand in Germany only 2.2 pounds per capita per month. Normally there is 8.8 pounds per capita per month. All exports have been peremptorily stopped, which is like locking the stable door after the horse is gone. But stopping exports won't cope with the immediate situation. German astuteness seems to be at a discount—in this sugar business anyway.

WHAT SALESMANSHIP CAN DO

W. P. WHITE, manager for the St. John branch of W. H. Stone, Ltd., Winnipeg, says regarding the selling ability of his clerks:

> "This business of giving a gold watch to the clerk who sells the most of a certain brand of goods is not satisfactory. We don't want it. The clerks in this store can sell goods without premiums. One day we sold sixteen cases of jam (102 seven lb. tins) by simply putting our shoulders to it. We said we would sell it in a day, and we did. On another occasion we had 600 tins of canned pears; we cleaned them out in two days. Boys on their trips helped sell these."

When a good merchant and his staff get behind any line of goods with merit in them, they are bound to move.

DIRECTOR OF RECRUITING NEEDED

THE recruiting question continues to be a serious one to many industrial establishments. Many men whose services are of the greatest value to Canada and the Empire are volunteering as a sense of duty for service overseas, while thousands of untrained young men, who could be spared, are not responding to the calls of the recruiting agents.

Condemnation of the Ministers of Labor and Militia is not confined to Eastern Canada for not getting together on the question, but we are hearing it from the West. The Regina *Leader,* in quoting

form an article in the Financial Post, published by the MacLean Publishing Company, says:

> "The whole country is becoming aroused over the question of recruiting, and with particular reference to the absence of any leadership from Ottawa, and the failure of the Militia authorities to provide any system. People are only now beginning to awaken to the danger to the country if the haphazard, happy-go-lucky way of enlisting men is to continue. The demand for a national registration of the manhood of the Dominion is increasing, while talk of conscription is heard from many places."

What is needed is a Director-General of Recruiting, a good executive officer, who will adopt a methodical, bussiness-like procedure.

EMBARGO OFF CANNED GOODS

THE Government at Ottawa has been informed that the embargo placed by the Imperial Government on imports of canned fruits, vegetables, etc., has been raised insofar as it affects these imports from British Dominions. The question is of considerable importance both to the producers and canners in this country, and has been the subject of numerous inquiries since the original order was promulgated.

REGULATING RETAILERS' SALES SLIPS

THE city council of Saskatoon, Sask., is undertaking a radical move in a by-law designed to provide that in all cases where goods are sold by weight, the seller must state on the bill the weight of the goods and the price per pound. At a meeting of the Legislation and By-laws Committee, the City Solicitor was instructed to prepare a by-law, which follows a recommendation made to the Council some time ago by the Board of Trade.

This would naturally affect grocers and provision dealers more than any other class of trade and for one thing will mean that more time will have to be spent in making out bills. Those dealers, too, who have been accustomed to using the computing scale, should not neglect to charge for the occasional extra ounce. Some customers naturally will look for this to be thrown in, but with majority of prices high to-day the retailer cannot afford it.

DOESN'T ACCEPT COMPETITORS' PRICES

A PROMINENT grocer in Hamilton, Ont., was asked by a CANADIAN GROCER representative, recently, on what he based his selling price—the present invoice cost, what the goods cost originally or on what competitors were charging? His reply was that he ran his business on business principles and figured his selling price as the goods went up or down and not according to what others were doing. Some of his competitors stated he was the only grocer in the particular district who followed the market both up and down—that is if an article went up in price he immediately put up his price to the consumer correspondingly and if it went down, he reduced his price.

He himself claims that by sticking to this principle he may occasionally lose a customer temporarily but he loses no money thereby and is the gainer in the end. His customers learn to respect his store and his methods. There is some splendid advice here for the entire trade. Too many merchants base their selling price on what competitors are doing. They seem to think that if competitors can cut a price so can they. For the time being they lose sight of the fact that here is an article on which no profit is being made and which, if this method were applied to all goods they would sooner or later be compelled to drop out of the race.

CANADIAN GROCER cannot advise too strongly, merchants paying close attention to markets and basing selling prices on what it would cost to replace the goods to-day. When goods advance a great deal in price there is always the assurance that sooner or later they must decline again. If a profit is not taken on this rise it may never be secured as these goods may drop in price to-morrow.

A NEW SERIES

THE LIMELIGHT has been playing round hogs and hog products lately, as witness CANADIAN GROCER's market reports. For three months there has been pronounced firmness in all meats, lard and so forth. Reasons why have been explained from time to time, as space in market columns would permit.

The strong position of hogs and how it affects other lines, however, is worth a more detailed discussion. Many of the trade sold hog products when they were half their present price. To the minds of such will occur comparisons. They will think of thirty years ago and now, and will search for reasons for the difference in prices and conditions. In this issue a new series, dealing with provision prices for the last quarter century or so, begins. The article "How Hams Have Advanced," on another page, aims to show by argument and diagram the rise—at times sharp, at others gradual—of light and cooked hams. Other articles will deal with hogs themselves, lard, butter, eggs, bacon and cheese.

EDITORIAL BRIEFS

CONVERSATION is a vehicle for ideas, but what rough riders some men are?

* * *

DIG OUT the mettle of your mind, develop its pay streak and refine the metal.

* * *

WHAT is honest service to the customer other than the most selfish service to oneself?

* * *

CUSTOMERS are not the only prospects. Each man is one for himself—to improve.

* * *

HAVE YOU got the blues? Read this spring number and see how lonesome the pessimist is.

* * *

IF FREE from rancor, criticism may be constructive and valuable. Otherwise it is destructive and conducive to dissension.

* * *

MEN and women are but grown-up children and children are still as flattered and pleased by attention as peeved by the lack of it.

* * *

NOW THAT the farmer is out on the land in earnest he may require more than the usual supplies. Sound him on the state of the sugar and flour bin.

* * *

TWO of the world's food staples show astonishing increase of consumption as a result of war—sugar and tea, a powerful illustration of their food value in times of stress and one that grocers might well use as an argument to workers.

Cardwriting Made Easy

by R.T.D. Edwards

LESSON NO. 17—SILHOUETTES

THERE are many styles of cardwriting, which, when done properly, are equally as effective in bringing good business, but the cardwriter should not be content with this; he should be ever alert for new ideas in order that he may secure decided changes in his show-card effects so that his style will not become tiresome to the public.

A good change not only gives added interest to the customer but it keeps the work from becoming monotonous to the cardwriter himself.

In this month's lesson I am endeavoring to give as concisely as possible an entirely new phase of the cardwriting art so far as this series is concerned. This method is the making of attractive show cards by means of silhouettes for the decorative part of the card.

Silhouette drawing is an old art, in fact one of the oldest styles of hand-drawing, but of recent years it has been used more extensively for advertising purposes; but the show card has not received as much of this style of illustration as it should. The silhouette when properly and skilfully applied to the card is attractive and adds life.

The proper meaning of a silhouette is an outline drawing with the interior filled in solid black. Many drawings, however, in order to bring out certain effects show interior lines. This form does not require any drawing ability whatever.

The best system for making these is as follows:

You must first obtain the proper illustrations from magazines, newspapers, trade journals, or from any book or paper which has illustrations which are up-to-date. It is advisable to watch for these from time to time so that you will have them on "tap" when required.

In selecting a drawing for silhouette the outline is the main thing to go by. After the drawing is completed there must be life in it, and it must show clearly what it is supposed to illustrate. If the figure of a human being is being selected, it is best to have a profile face, but sometimes even this is not necessary if the rest of the outline is good. You must learn to judge for yourself. There is no set rule to follow.

Transferring Silhouette on to Card

There are two methods in which to transfer the drawing from the printed paper to the show card. The easiest is to blacken the entire figure in with either show-card black or waterproof ink, then cut out neatly with a small pair of scissors and paste on the desired spot. This is the quickest way, but if you want the silhouette to be drawn right on the card itself then follow the method as illustrated in Fig. 1. Make a tracing of the outline on transparent tissue paper. Then place carbon paper under the tissue over the desired spot on the show card, and retrace the outline. This being done you have the outline drawing on the card and all that is left to be done is to blacken in the interior. It is quite simple and can be done in a very few minutes. Care must be taken not to lose any of the detail, more particularly about the face.

The silhouette drawing should only be used on a white card with nothing but black used for lettering. No form of bright colors or shading is in keeping with the silhouette.

THE CHART

No. 1 shows a silhouette produced from a half tone figure of a woman in an afternoon dress. The outline of this is excellent as the imagination can fill in the detail from it. A drawing after this nature should be placed on the left side of the card.

Suitable wording to go with this illustration: "Our latest style frocks show foreign style tendencies."

No. 2 shows a silhouette of a swallow flying. This is often used for placing on the card along with other drawings to lend variety.

No. 3.—You will not get many opportunities to use this form of illustration. A novelty card would be the best way to work up a show card from.

Suitable wording: "Our children's hosiery has that 'nine lives' propensity.'"

No. 4.—The figure of a man's head makes an excellent illustration in silhouette when it is in profile. This can be secured from full size figure. Make sure that the style of the hat is of the latest shape.

Wording suggestion for a hat card: "London and New York hat styles—well known brands."

No. 5.—The figure of a parrot makes a good novelty card and can be used in any store with wording that is suitable for any kind of merchandise.

Here are two suggested wordings: "Come in and talk it over with us." "Our values talk for themselves."

No. 6.—This figure provides an excellent outline for a silhouette drawing. One glance shows you the very style and cut of the dress and hat worn. This was taken from a monthly fashion book.

Wording suggestion: "We are small girl outfitters."

No. 7.—Here is another man's head silhouette. This is best used for a collar show card. In fact the collar shown here is one of the latest styles, widely advertised by a prominent maker. This was taken from a daily paper.

Wording for card: "Let your neck be free and easy

in our latest style collars."

No. 8 shows a specially good illustration taken from a magazine advertisement and transferred into a silhouette. It can be used on grocery show cards with good effect.

Here are some show card wording suggestions: "Good cooks say our groceries are always reliable and up to a high standard. Give us your weekly order."

"While doing your daily cooking don't forget that we have everything that good cooks require."

This drawing could also be used by a hardware merchant to advertise cooking utensils.

No. 9.—The hand makes an excellent and easily-made silhouette for show-card use. If a couple of sizes of these are kept on hand to be used as patterns the drawings can be made very rapidly.

No. 10 shows late style frocks and could be used on a show-card for a window display of dresses, of similar lines. This should be used on the left side of a card.

No. 11. — If the hardwareman carries electrical fixtures here is an idea for a silhouette show card illustration. It is a daily paper illustration.

Suggested wording: "Our electric fixture department is showing many new styles in table lamps."

No. 12.—The boot and shoe section has many opportunities to get the proper illustrations for this form of show-card work as nearly all of their illustrations have the right outlines for this work. Make sure to get the latest styles in footwear.

No. 13.—A very dainty illustration for children's headwear taken from a daily paper. The daily papers are full of just such illustrations.

Showcard wording: "We are featuring dainty Panamas for the little folk. Priced from $2.25 and upwards."

No. 14.—If you are a handler of pipes, this will show what good silhouettes can be made from a catalogue illustration.



Chart 16.

No 15.—A silhouette cut as it was taken from a cut catalogue. This pose is called the "Speaker," and can be used on a show card with general wording: "Let us show you that we are giving bigger and better values than ever."

No. 16.—A drawing of a cod fish. If you are a grocer with a fish department, a fish illustration in silhouette makes an attractive show card.

Wording suggestion: "Fish in large variety from fresh and salt water."

No. 17.—This drawing was taken from a picture of a hunt scene. It can be used on cards to advertise different kinds of merchandise.

Wordings: "After that invigorating gallop our excellent line of groceries will appease your ravenous appetite. Order a supply to-day." "We are outfitters to men who participate in the chase."

No. 18.—The ball player illustration is a good one for advertising sporting goods. Cuts like this can be secured from sporting sections of the daily papers.

No. 19.—The fly illustration can be used by the grocer to advertise fly paper and poisons. This was taken from a Canadian Grocer advertisement.

Wording suggestion: "Swat the fly. Arm your home against the fly nuisance."

No. 20.—An illustration of a man wearing a spring and fall overcoat. This was obtained from a daily paper and is excellent for card purposes.

No. 21.—A drawing that is full of action. From its outline you can see how eager the dog is. It makes a good illustration for a dog biscuit card.

No. 22.—The merchant who stocks bicycles will find many illustrations in catalogues which will make up into splendid show cards.

Wording suggestion: "We carry one of the best makes of bicycles our country produces."



Finished showcard illustrating the use of the Silhouette.

No. 23.—A very dainty illustration which can be used for afternoon or evening gowns.

A suggestion for show card wording: "Here you have daintiness and latest style combined, with good wearing qualities."

No. 24.—The bathing suit girl shows excellent lines for silhouette work. This looks well when used in a display of these garments.

Nos. 25 and 26.—Cuts like these which are found in catalogues make good show card illustrations for the hardwareman.

No. 27.—This is a fine illustration for a grocery card in a cereal display.

Wording suggestion: "Our splendidly flavored cereals make the children hurry down to breakfast."

No. 28.—You will have little trouble in obtaining a suitable automobile illustration for silhouette work. The papers and magazines are full of them.

Card wordings: "We are showing many new ideas in motoring garments."

"The auto part is not complete unless the hampers are filled with our cooked meats, canned goods and confections."

No. 29.—Here is a drawing of a diving girl. This makes an attractive illustration when used on a card in a bathing suit window.

No. 30.—Here is a silhouette made from an ornamental floral design. This makes a very attractive card and can be used in any kind of merchandise display.

No. 31.—This is a striking cravat illustration. Note that this face does not show profile but enough of the chin and cheek bone is showing to give it the proper life.

No. 32.—Can be used for several different purposes. Here are some show card suggestions:

"You may knit for the soldiers while our fireless cookers do your work."

"We are headquarters for wool for soldiers' socks."

No. 33.—A little floral spray that can be used as an end piece for any show card.

No. 34.—A girl waving a handkerchief, evidently saying good-bye to friends.

No. 35.—A basket of flowers for any class of show card.



Ideas for Silhouette Cards can be secured usually from the magazines.

You must bear in mind that you may not be able to secure these same drawings to make silhouettes from. This is just to give you an idea of what can be made from illustrations you see every day.

Will Cheese Be Summer Army Ration?

On This Depends Largely the Prices, Says Visiting Old Country Produce Man — What Happened Last Year—Possibilities in Butter Exports, Also in Eggs — Uniform Quality Emphasized.

H. W. HORROCKS, representing George Little, provision merchants, Manchester, England, is in Canada, as already announced in Canadian Grocer, and talks interestingly in regard to our export prospects in butter, eggs, cheese, etc.

"Cheese," he said, in an interview in Winnipeg, "is really my special end of the business, and it has been a worrying end this past year. Last spring prices opened very high. Early in the spring we were paying 90 shillings a cwt.; then the authorities decided to cut cheese out of the summer ration of the army, and down bumped the price to around 70 shillings, and from June to August every box sold was at a loss to the importer. Later, of course, prices again advanced, and we got back the money lost. But that kind of business is not very satisfactory. This season Canadian fodder cheese has also opened very high, and if cheese should again be cut out of the army ration we will have another slump. If it is not, prices are likely to run on a high level.

"I must confess," said Mr. Horrocks, "that I am surprised at the increase in your butter production and its improved quality. I remember the time on the Montreal market when a car of Manitoba butter was a joke; it came through not infrequently packed in soap boxes and equally undesirable receptacles.

"Now I find that you are practically, if not actually, in a position to do an export trade. I understand that there is a move on foot to establish a uniform grade of butter, under Government seal, for the three Western provinces, and if this is done I think you will have little trouble in selling your butter in Britain. Of course, the Danish butter has a very strong hold; there are many people who will have it and no other, no matter what price they pay. New Zealand has also a great hold, and New Zealand has an advantage over Canada in a shorter haul to seaboard, and is able to maintain her products at a more even temperature throughout the entire period between production and consumption. Even these disadvantages can be overcome, but your producers must bear in mind that the very high prices of the present are not likely to hold after the war, and that in order to compete with other countries with shorter haul it will be necessary to take into account cost of production, and I understand that labor is always high.

"One thing I can say, and that is that price and quality being right, Canada, New Zealand and Australia will have a preference in the British market. There was that tendency before the war, and

there is no doubt the war has emphasized it.''

In regard to eggs, Mr. Horrocks liked the system established in Prince Edward Island.

''Eggs are not my specialty,'' he said, ''but I have been looking into the matter closely, as there is a great demand in Britain for eggs. All the provinces might well take an example from Prince Edward Island, which was the place I went to first on landing in Canada. The Dominion Government have established an egg collecting system there that is bringing excellent results to the producers, and at the same time it will enable the island to establish a reputation abroad for eggs that may be bought on grade the same as you would buy a car of wheat. It was a pleasure to examine these eggs. The producers are encouraged to collect and send in their eggs almost daily; they are candled and graded according to size, and producers are paid according to size and quality.

''When you are doing business with people 3,000 miles away it is a great thing to be able to know with certainty that you will get the grade you buy.

''Denmark has a system of egg handling that is well-nigh perfect. They have co-operative societies, in which members are pledged to daily egg collection and shipment, and these eggs, when they reach the central depot, are all graded as to size first, and then paid for by weight. That is, 120 eggs are weighted, and they are graded according to that weight. First grade Danish eggs, 120, will weigh 18 pounds, or 2 2-5 ounces apiece, and so on down the list, small eggs weighing only 13 pounds to 120 eggs. This system insures the producer being paid strictly according to the consuming value of the article produced, consumers paying higher prices as the weight of the eggs advance.

''Russia has a good system also, though it is not so perfect as the Danish. Russian eggs are divided into 'blues' and 'reds.' In the class 'blue' will be eggs of uniform size, and the weights will run about 15½ to 16 pounds per 120 eggs, while 'reds' will run from 13 to 14. By size and weight, but chiefly by weight, is really the only proper way to sell eggs. I am afraid the standardization according to air space is not very feasible commercially.

''For some ten years prior to 1914 we had handled practically no Canadian eggs, for the simple reason that your own consuming power had increased much more rapidly than your production, making your prices out of reach. Now, however, our prices have shot up so tremendously on account of the war that we have bought, and will continue to buy, while this condition lasts, large quantities of Canadian eggs, though I can see no present prospect of taking any from the West, as your prices here are too high at present to allow their being exported.''

Western Farmers Settling Debts

Great Harvest of 1915 Has Had Wonderful Effect — Retailers Finding Better Business Than Year Ago—Tradesmen Too Are Busy—Smaller Towns in Splendid Shape.

Written by Special Representative of Canadian Grocer.

CALGARY, Alta., May 26.—In almost every branch of the wholesale and retail trade it is generally conceded that business is much better than it was during the corresponding period of last year, and that the future outlook is more promising.

There are very few merchants who do not state that business so far this year is greatly in excess of last year's business for the same period. It must not be forgotten, however, that in many lines of trade last year's records are not hard to beat, especially those of the first half of the year.

From a business standpoint the month of May has been satisfactory. Sales have in many cases dropped below those of April owing to the fact that farmers have been busy on the land, and have only visited the towns and cities when in urgent need of supplies.

The greatest improvement has been noticeable in the demand for dry goods, ready-made clothing of all kinds, hardware, such as is used in the erection of farm buildings and for repair work, building materials, men's wear lines, and boots and shoes. Some wholesale hardware firms report increases to date, ranging from 25 to 40 per cent. over sales during the corresponding period of last year. An examination of the sales records indicates that the heaviest demands have been for such articles as the farmers use when overhauling farm machinery, repairing buildings, and erecting new barns and dwellings. There is an exceptionally good demand for such lines as hinges, barn door hangers and track, latches, stable and barn equipment, ready roofing. Barn paint is selling in large quantities, but the demand for higher grades has not been heavy.

Smaller Towns Prosperous

Practically all wholesalers agree that the largest volume of trade is coming from the smaller towns, dependent almost entirely upon farmers' trade. City trade is quiet.

There is little or no building going on in the larger towns and cities.

Large numbers of mechanics have enlisted. Those who remain can find plenty of work at high wages in the country.

Carpenters are almost rarities in some towns and cities where a few years ago they could be counted in scores.

Last year's immense crops have enabled hundreds of farmers to settle up their debts and still have a nice cash surplus on hand. In some districts in the southern half of Alberta the farmers last year, after three or four crop failures, reaped an abundant harvest. In many cases it required almost all the proceeds received from the crop to pay off debts contracted during the lean years. In other cases the farmers were able to pay off all their debts and still retain a fairly large amount of cash. A considerable portion of this surplus money is now being devoted towards the improvement of buildings for stock, and in purchasing clothing and other necessities. Retail merchants agree that if the Southern Alberta farmers have a good crop this year—and indications at present are very favorable—business will boom during the late fall and in the spring of 1917.

Gone Are the R. E. Speculators.

Real estate speculators have vanished, but the results of their depredations are still in evidence, and will probably remain for some time to come. Many of the best business men claim the West has turned completely around. Prior to the war, and especially around 1911 and 1912, there was a reign of speculation, and the country was not producing as it should. Most of the money was in the cities, and the farmers were short. To-day conditions are reversed, and the farmers have the money, while the cities are feeling the pinch.

All business is being conducted on a more substantial basis. A good many of the weaker merchants, who never should have been in business, have been forced out of the procession. The better merchants remain, and in many cases they too have learned lessons which will not be forgotten. More retail firms are to-day doing business on a cash or strictly 30 day basis than at any other

(Continued on page 35.)



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec and Maritime Provinces

J. S. Wells, member of the fish exporting firm of J. S. Wells & Co., of Whitehaven, N.S., was a Montreal visitor during the week.

J. Ostiguy, of Richelieu, Que., has been a Montreal visitor recently, and was particularly interested in purchasing canned salmon.

Mason & Sons, of Oakville, Ont., have acquired a partnership in the fruit firm of J. A. Gillis, of Montreal, and will operate the business under their name.

The Allen Mfg. Co., manufacturers of soaps, perfumes, etc., formerly at 157 St. Paul Street, have taken up larger quarters at 183 St. Paul Street, Montreal.

Geo. Esplin, who passed away Sunday, was a successful business man, being senior member of the firm of G. & J. Esplin, box manufacturers, Duke Street, Montreal.

J. E. Hawkins, member of D. Hatton & Co., fish merchants, of Montreal, has been confined to his bed for two weeks by a serious attack of illness, but is now recovering, and is expected to be out again very soon.

Robert K. Anderson, who recently passed away at his home at Lawrence Station, N.B., was a prominent business man, and had carried on a successful lumber and grocery business at Lawrence for many years. He was sixty-eight years of age, and leaves a widow and two sons.

The following were introduced on the Montreal Board of Trade during the past week:—Thos. H. Wood, Toronto; W. H. Dwyer, Ottawa; Lieut. Rex Calvin, Kingston; A. Cavanagh, Toronto; J. A. Ruddick, Ottawa; Capt. D. Jenkins, London; D. D. E. Cooper, Toronto; E. M. Wolcott, Demerara.

Out-of-town fruit buyers who were in Montreal during the week on their regular weekly buying trip were: Mr. Simard, of the Dominion Fruit and Fish Co.; C. O. Simard, and G. Beauchamp, all of Quebec, and Mr. Thompson, of the Thompson Fruit Co., and a representative of the Sherbrooke Fruit Co., both of Sherbrooke.

Ontario

John McCullock, general storekeeper in Ridgetown, Ont., passed away last week.

J. E. Dyer, of St. Thomas, Ont., has sold his grocery business to Mr. Parr, of Inwood, who took possession June 1.

Allan Soper, a prominent wholesale fruit merchant, who begun as a grocery clerk in Brockville, passed away recently.

The merchants of Bowmanville have agreed to close their places of business every Wednesday afternoon at 12.30 o'clock during June, July and August.

Preston cannot agree as to whether it wants early closing during summer months or not. Many merchants have signed a petition in its favor, but it has not the requisite number of signatures yet.

The Grocers' Section of the Retail Merchants' Association, Toronto Branch, are making final arrangements for their big picnic to Cobourg by steamer on Wednesday, June 14. A good programme of sports is being arranged with some splendid prizes.

The Dominion Salt Company, of Sarnia, Ont., has about completed a new addition to its plant, which will increase the production of salt to the extent of 200 barrels per day. This new section of the plant will be used for the manufacture of coarse salt.

The death of Frederick I. Hartley, at his home in Toronto at midnight Sunday, May 28, removes from the ranks of the Commercial Travelers' Association one of its most popular members. His sudden demise came as a great shock to a very large circle of friends. Mr. Hartley, who had been traveling representative of Eby, Blain & Co., wholesale grocers, in the Owen Sound district for the past nine years, was stricken with pleurisy on Wednesday last while on the road.



NEIL McLEAN WALDO,
who has recently been appointed manager of new branch recently opened by The Codville Co., Ltd., at Medicine Hat, Alta.

Western Canada

The Reliance Ink Co., Winnipeg, have commenced the manufacture of water-glass.

W. P. Riley, general manager, A. Macdonald Co., Winnipeg was in Toronto during the week on a business trip.

The general store of Lewis Hurt, Steelman, Sask., was among the stores destroyed by fire in that village last week.

The Lake of the Woods Milling Co., will start construction of the new mill in Medicine Hat at once.

W. Colquhoun, manager of the Red Deer Grocery Company, is leaving Red Deer, Alta., to take a similar position at Weyburn, Sask.

A movement is on foot among the merchants of Transcona, Man., to close at one o'clock one day in the week during June, July and August.

The early closing by-law comes into operation again, in Vermilion, Alta., on Thursday, June 1, and runs for the three months of summer. All business places close on that day each week at one o'clock in the afternoon.

D. L. Davidson, Weyburn manager of the Weyburn Grocery Co., is slated for an advance in that company's service. He will be succeeded by W. Colquhoun, of the Red Deer branch.

E. L. Thomas, well known in Winnipeg as sales manager of the Bryan & Lee Cigar Co. in the early days, has joined the staff of the Codville Co., and will travel out of their Prince Albert branch.

A new store will shortly be opened on the corner of Twentieth Street and Avenue C, Saskatoon, by H. O. Jones, formerly Jones Bros., of First Avenue. Mr. Jones until recently carried on one of the oldest established businesses in the city.

J. L. Duncan, formerly traveling on the Pacific coast, is now covering Eastern Alberta and Western Saskatchewan for H. L. Mackinnon Co., Winnipeg. Robert Black, formerly with the Jobin-Marrin Co., Winnipeg, and the Eby-Blain Co., Toronto, is now with H. L. MacKinnon Co.

A. H. McIntosh has replaced N. M. Waldo as Winnipeg traveler for the

Codville Co. Mr. Waldo has been appointed manager of the new branch of the Codville Co., at Medicine Hat. W. T. Stevens has been appointed manager of the new Prince Albert branch of the same company.

The desirability of reinstating the daily mixed train service between Weyburn and Arcola was presented to Supt. J. K. Savage, of the C. P. R., at Regina, last week, by a strong delegation representing the business interests of the various towns that would be served by the train. D. L. Davidson, manager of the Weyburn Grocery Co., was the delegate from Weyburn.

From now on during June, July, August and September, the agreement to observe Wednesday afternoon as a holiday will be in force among following Norwood, Man., business men: J. Donnelly & Son, 123 Marion Street; W. J. Kennedy, 131 Marion Street; N. Wasson, 124 Marion Street; Samuel Gough, 127 Marion Street; Tabb & Verian, 107 Marion Street; J. Millard & Son, 323 Tache Avenue; J. B. Borrowman, 232 Tache Avenue; Samuel Carson, 235 Tache Avenue; J. A. Parker & Co., corner of Marion and Tache Streets.

SERVICE DEPARTMENT

Editor Canadian Grocer:

Dear Sir.—Kindly advise me where I can get prices on a paper baler; also where old paper can be sold.

Yours truly,
FORT WILLIAM GROCER.

Editorial Note.—This information has been sent direct.

* * *

Editor Canadian Grocer:

Dear Sir.—Can you tell me names of firms who purchase waste paper.

B. J. G. ————,
Richmond, Que.

Editorial Note.—These names have been forwarded to this grocer.

* * *

Editor Canadian Grocer:

Dear Sir.—We would like to get from you, names and addresses of Canadian manufacturers who are packing candied peel.

ST. JOHN, N.B. GROCER.

Editorial Note.—Names of manufacturers have been sent forward.

* * *

Editor, Canadian Grocer.—Please send me addresses of manufacturers or wholesale houses handling crockery.

Norman, Ont. L. LACOMBE.

Edit. Note.—These have been sent to Mr. Lacombe by mail.

CANNED GOODS SUIT INVOLVING $50,000

The Canadian Canners, Toronto, have instituted suit against the Trent Valley Canners, Trenton, Ont., for $50,000. The allegation is breach of contract.

It will be remembered that when the holding company was formed last year (known as Canadian Canners) they made a three-year contract for the vegetable outputs of factories that agreed to come into the company. The plaintiffs claim that the Trent Valley Canners have not lived up to this agreement, and hence the suit for $50,000.

The defence will claim that the Canadian Canners is a "combine" and that their output has been restricted. On the other hand, the plaintiffs will seek to show that the output is not restricted, declaring that certain prices and conditions are being offered for a specified number of cases.

The case is not likely to come before the courts until late summer or early fall.

FISHERIES ASSOCIATION TALKS TWO NATIONAL FISH DAYS

The Canadian Fisheries Association met on Monday in Montreal and discussed several matters of importance. The matter of advocating the propagation of haddock on the Pacific Coast by the Government was taken up, favorably reported on, and held over for further consideration.

J. A. Paulhaus, of D. Hatton & Co., advocated the institution of a second annual fish day to be held in September at the time when people are returning to the cities from their summer homes, and in a more or less approachable and adaptable state of mind as to their diet. Mr. Paulhaus also dwelt on the fact that it was at this time of year when a number of new fish, such as salt cod, fillet, etc., appear on the market. The advisability of giving further publicity to the fish business by advertising was also discussed with a view to educating the public to the desirability of having two fish days a week instead of one, as at present. The association decided to give both these matters their active support.

The matter of recruiting a larger membership was also taken up, and it was decided to institute a more active campaign through the official organ, and by the various members of the executive body urging membership on their correspondents.



J. H. H. Roche, assistant manager of the Christie Grant Co., Winnipeg, has joined the Two Hundred and Third Battalion. He was formerly a resident at Kingston, Ont.

Howard McMahon.—Mrs. J. H. McMahon, 42 Mill street, St. John, N.B., has received word from Ottawa that her son, Private Howard McMahon, 22766, infantry, had been admitted to No. 2 Canadian Stationary Hospital, Boulogne, May 12, with a wounded foot..

On the second day of the call for volunteers, when war was declared in August, 1914, young McMahon, just turned 17 years, presented himself at the recruiting headquarters. He was in the employ of the T. H. Estabrooks Co., Mill street, at the time, and had been at the Royal Hotel previously for three years. He left with the First Contingent, and in February, 1915, he was transferred from 12th Battalion to 15th Battalion, 48th Highlanders.

Within the past year he has been wounded twice. The first time on May 15, 1915, and was in the hospital for a month, and the second occasion a cut thigh kept him out of the battle line from February 25 to April, 1916.

FAILURE OF CO-OPERATIVE CONCERN

A meeting of the liquidators and interested parties of the Pure Food Supply Co. of Cathedral Street, Montreal, which recently failed, will be held early next week. This company did a local and mail order business in general groceries, as well as operating a soap factory.

The causes of the failure are said to have been due to the nature of the business, combined as it was with a policy of overbuying, excessive overhead costs and a lack of capital. The concern occupied four large floors and a basement, and, in addition to soap, manufactured pickles, jams, mustard, marmalade, sauces, etc. It is stated that the stamp surtax cut their mail order business 35 per cent., and was one of the contributing causes of the failure.

Premiums were offered with purchases over a certain amount, chiefly in the case of soap, on which the concern centred its chief efforts.

Currants Beginning to Advance

Grecian Situation the Factor—Sugar is Rather Dull for the Moment — Situation is Fundamentally Strong, However—Beans Remain Scarce—More Molasses at St. John—Increasing Firmness to Canned Goods—Some Advances in Jams and Marmalades.

Office of Publication, Toronto, June 1, 1916.

REPORTS from St. John indicate that the molasses market is at last showing a change. This has been remarkably firm all winter, which firmness is partly due to fact that supplies have been short and inadequate and fresh stocks have not arrived on account of the poor freight service between the West Indies and Canada. However, this has been relieved in some sort at present and price has eased in St. John this week 7c a gallon. This is quite a large drop and in the face of such strenuous demand as has existed for the last two months or so it indicates that fairly large supplies of molasses are now on hand down East. Just how long this situation will last cannot be told now.

The fish market is becoming more interesting and prices cheaper on account of larger stocks arriving. Two or three things, however, are still scarce; for instance, salmon from the East is in the market in only limited quantities; even Montreal is not yet normal in the amount of Eastern salmon on hand. This makes prices high for this fish. As far as the West is concerned Western salmon is coming in fluently and is having a good sale. Prices have dropped this week and the market is a declining one; which is a good thing alike for both trade and public, because this is a popular line.

About this time of the year frogs' legs begin to make their appearance on the market. There is an exceptionally good demand from both hotels and restaurants; quite unusual in fact. Prices are a little below what was quoted at this time last year. Trout from the lakes is plentiful and price is commensurately low. White fish on the other hand, usually low at this time of the year, is high. This is chiefly due to fact that New York is a competing purchaser and a good deal of white fish is being snapped up by New York buyers.

New-laid eggs appear to be getting downward, though there is no actual change in the price to the trade this week, but all egg men are quoting a lower price on eggs in the country, both on free cases and cases returned. This price is to be again lowered for the week of June 5, and it would appear that new-laids will be definitely lower to the trade. It has been thought for some time that the demand and supply conditions existing did not warrant the high levels that were quoted for new-laids and that artificial influence in the shape of unnecessary bidding was the chief reason why the market level was so well supported, when really it has no integral reason for being as high as it is.

A good demand exists for all kinds of canned vegetables. This is chiefly due to fact that canned vegetables are very scarce, that is what remains of the old stock. For the new stuff farmers are too busy this year to go into growing to as large extent as usual and this, added to the cost of packing, scarcity of labor and continuous heavy export demand, is going to make high prices for new canned goods. This makes old canned goods remarkably good buys; probably present levels will not be approached a month from now. There is undoubtedly a stiffer market coming for canned goods later in the year and trade and public will share alike in the advanced prices..

Quebec Markets

Montreal, June 1, 1916.—General conditions remain unchanged and satisfactory in both volume of trade passing and collections, and with improved facilities in the way of exchange, buying is now on a better footing in this respect for imported goods; but there has been no cessation of the difficulty of securing transport of goods. Owing to high prices a tendency has developed in some lines to reduce to smaller packages to meet

MARKETS IN BRIEF

QUEBEC MARKETS.

FRUIT AND VEGETABLES—
- Asparagus plentiful and cheap.
- Tomatoes firm.
- Cabbages decline $1.50.
- Lemons and oranges firm.
- Pines easier.

FISH AND OYSTERS—
- Supplies plentiful and prices lower.
- Haddock, cod and Gaspe salmon down.

FLOUR AND CEREALS—
- Flour unchanged and steady.
- Feeds easier.
- Rolled oats firm.

PRODUCE AND PROVISIONS—
- Dressed hogs decline ½c.
- Butter up 1c.
- Cheese declines 2c.
- Eggs and live poultry easier.

GENERAL MARKETS—
- Sugar firm.
- Beans firming up.
- Shelled walnuts stronger.

ONTARIO MARKETS.

PRODUCE AND PROVISIONS—
- Weaker feeling in hogs.
- Eggs trending lower.
- Butter prices stationary.
- Cheese lower at boards.

FRUIT AND VEGETABLES—
- Asparagus of fine quality.
- Old potatoes higher.
- Strawberries slightly dearer.
- Navels also up.

FISH AND OYSTERS—
- Lobster still dear.
- Frogs' legs selling.
- Western salmon cheaper.
- Lots of trout.
- Not much whitefish.

FLOUR AND CEREALS—
- Ontario flour in demand.
- Feeds easier and lower.
- Demand for feed oats.
- Rolled oats slow

GENERAL GROCERIES—
- Sugar is dull, but market steady.
- Teas keep firm.
- Currants up again.
- Beans very scarce.

MANITOBA MARKETS.

FLOUR AND CEREALS—
- Domestic flour business good.
- Feed demand still strong.
- Wheat fluctuates slightly.
- Feed prices will ease off.
- Cereal market quiet.

FISH AND POULTRY—
- Fresh fish expected in.
- Salmon a little scarcer.
- Halibut brings 11c per lb.
- White fish to open at 10c.
- Poultry prices still high.

PRODUCE AND PROVISIONS—
- Hog market weaker, $10.25.
- No change in meat prices.
- Egg market excitable.
- Fresh creamery declines.
- Cheese market quiet again.
- Eggs quoted at 22c.

FRUIT AND VEGETABLES—
- Pineapples in at $4 crate.
- New potatoes arrive, 6c lb.
- Strawberries $4 per case.
- Valencias replace navels.
- Rhubarb down to $1 case.
- Asparagus now $1.25 per dozen.

GENERAL QUOTATIONS—
- All California fruits firmer.
- Paper bags and paper advancing.
- Molasses quotations up.
- Some sugar refiners drop 15c.
- Whole peas up; splits down.
- Peppers decline about ¼c.
- Coffee still on up-grade.

the buying ability of the consuming public, and canned goods is the latest line to feel this tendency, so that more smaller tins of tomatoes are announced for the new pack.

Disparity in prices between various sugar refineries has disappeared, and an advance on the part of those interests that had previously held the low level has occurred, so that all sugar is at high level of last week's market. Beans are getting stronger, and scarcity in Canadian lines has caused an influx of American beans. Walnuts are stronger, and there has been an advance of 5c a gallon on Canadian pickles in bulk. Cocoa butter substitute has advanced 6c a lb., and sales are passing at the advanced price of 28c a lb. in a wholesale way, and the feeling is firm in this line for future under prevailing war conditions. Japan tea market is in full swing, with produce arriving daily, and undertone of market shows firmness. Unsettled condition of dried fruit continues with contradictory reports common, and those from California are easier this week. Fruit and vegetable lines have been stimulated as result of warm weather. Declines have occurred in many lines through influx of goods on market. Fish lines in general are in a similar condition. Pork products and hogs are slightly easier, and cheese has made a sharp decline.

SUGAR.—Unsettled feeling that existed last week owing to disparity between prices and refiners has disappeared with advance from the lower to the higher, and now general level is $8.20 for granulated in 100-lb. bags. An advance of 15c followed the decline of the previous week by the Atlantic Sugar Refineries. Holidays in the States have interfered with activity on New York market, so that no event of importance has been reported from there, although the feeling is strong both there and here. Raws remain unchanged at 5⅜c to 5½c, and firmly held, and buyers have been showing some activity in New York market the last few days after an absence of several weeks. It is thought that with resumption of normal buying and with sugar in strong hands, as it is, that further advances are not improbable.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	8 20
20 lb. bags	8 30
2 and 5-lb. bags	8 50
Extra Ground Sugars—	
Barrels	8 55
50 lb. boxes	8 75
25 lb. boxes	8 95
Yellow Sugars—	
No. 1, 100 lb. bags	7 80
Dark yellow, 100 lb. bags	7 60
Bright yellow, bbls. only, cwt.	8 05
Powdered Sugars—	
Barrels	8 35
60 lb. boxes	8 55
25 lb. boxes	8 75
Paris Lumps—	
100 lb. boxes	8 80
50 lb. boxes	8 90
25 lb. boxes	9 10
Crystal Diamonds—	
Barrels	8 80
100 lb. boxes	8 90
50 lb. boxes	9 00
25 lb. boxes	9 20
Cartons	9 45
Half cartons	10 15
Crystal Dominoes, cartons	9 65

MOLASSES AND SYRUP. — No changes of importance have occurred, and prices remain unchanged and well maintained, with prospect of higher price developing as result of large shipments being secured for shippers who are willing to pay a higher freight rate. This, it is intimated, will be about $2.25 a puncheon. It is due to desire to secure deliveries earlier than would be possible under existing contracts and lower price. Importers to a considerable extent are agreeing to this arrangement which, if carried out, will, of course, automatically produce a high market temporarily at least. Some small lots continue to come in at irregular intervals, and go into immediate consumption. Shortage of market is attracting American business to some extent in case of firms there that have been fortunate enough to secure surplus of supplies over the needs of their regular trade.

Corn and cane syrup remain unchanged in price and active demand, without feature of interest to report.

	Prices for Fancy. Island	Choice. Montreal.
Barbadoes Molasses—		
Puncheons	0 59	0 51
Barrels	0 62	0 54
Half barrels	0 64	0 56

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04½
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 5¼c; ½ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80

DRIED FRUITS.—Advance in currants continues to be the chief feature of interest in dried fruit line, and advance is now stated to be approximately ¾c for fall delivery to wholesale trade, so that buys at old prices are said to be bargains. Difficulty of securing sulphur for spraying of pest-ridden vines in Greece is said to be largely responsible for recent advances. Sultanas and raisins are higher and remain firm. An easier feeling for new crop of coast peaches, apricots and prunes is evident, but authentic news is lacking. Figs remain unchanged, and peels continue firm. Date market is ¾c higher.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	....	0 09¼
Apples, choice winter, 50-lb. boxes	....	0 09
Apricots	0 14	0 15
Nectarines, choice	....	0 11¼
Peaches, choice	....	0 08
Pears, choice	....	0 13¼
DRIED FRUITS.		
Candied Peels—		
Citron	0 24	0 25
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	....	0 12½
Filiatras, packages, new	....	0 13
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	....	0 10
Fards, choicest	....	0 12½
Hallowee, loose, new	....	0 09½
Hallowee, 1-lb. pkgs.	....	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11	0 12
40 to 50, in 25-lb. boxes, faced	....	0 10¾
50 to 60, in 25-lb. boxes, faced	....	0 10
60 to 70, in 25-lb. boxes, faced	....	0 09½
70 to 80, in 25-lb. boxes, faced	....	0 09
80 to 90, in 25-lb. boxes, faced	....	0 08½
90 to 100, in 25-lb. boxes, faced	0 08	0 08
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels, loose, 3-crown, lb.	....	0 09
Muscatels, 4-crown, lb.	....	0 09½
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 10½	0 11
Choice seeded, 16 o. pkgs.	0 10¼	0 10½
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

SPICES.—No developments have occurred during week other than reports of slack trading in New York and a slightly higher market for seeds. Local demand is quiet, and in keeping with season of year and occurring only in irregular lots based on requirements only.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	0 09	—0 23
Cassia	—0 29	—0 85	—0 35
Cayenne pepper	—0 28	—....	—0 35
Cloves	0 30—0 32	—0 90	—0 39
Cream tartar—55 to 67c.			
Ginger, Cochin	—0 28	—....	—0 29
Ginger, Jamaica	—0 25	0 90—1 00	—0 31
Mace	—0 80	—....	—1 00
Nutmegs	0 45—0 45	—0 45	—0 80
Peppers, black	—0 28	0 85—0 90	—0 26
Peppers, white	—0 35	1 15—1 20	—0 37
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 16—0 18	—....	—....
Turmeric	0 21—0 23	—....	—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	....	12-15

RICE AND TAPIOCA.—No change has occurred during week with shortage of supplies still ruling factor in situation, and, in conjunction with others of several months' standing, continue to maintain steadiness of market. Freight shortage continues to be chief contributing cause of the scarcity. Tapioca is unchanged in price and shortage of supplies with a good demand beyond ability of market to care for.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	4 30
"C.C."	4 10
India bright	4 45
Lustre	4 50
Fancy Rices—	
Mandarin, Patna	4 60
Pearl	5 10
Imperial Glace	5 80
Sparkle	6 40
Crystal	5 70
Snow	5 30
Ice drips	5 40

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna—	Per lb.	
Bags, 224 lbs.	....	0 06
Half bags, 112 lbs.	....	0 06½
Quarter bags	....	0 06¼
Velvet head Carolina	0 08	0 09
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 11	0 12
Seed, lb.	0 10½	0 11

DRIED VEGETABLES.—Good beans continue to get stronger on market every day with greater scarcity of supplies developing, although large quantities of inferior qualities are on hand at low prices, and firmness is expected until new crop comes in, as quantities held in Canada are small. Lima beans and California pea beans have shown strength, and large stocks are arriving from States as result of high prices of Canadian goods, which in some quarters are quoted at an advance of 20c per bushel.

although old prices still rule in general. Peas are inactive, with no changes to report, although a good demand is evident for good quality, which, however, cannot be had in any quantity.

Beans—		
Canadian, 3-lb. pickers, per bushel...	4 30	4 45
Canadian, hand-picked	4 90	5 10
Canadian, 5-lb. pickers	....	4 10
Yellow eyes, per bushel	....	4 20
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 00	3 25
Peas, split, bag, 98 lbs.	....	6 00
Barley, pot, per bag	....	3 00
Barley, pearl, lb.	0 04½	0 05

TEA.—Volume of trade continues to be satisfactory, although in some quarters restricted by advancing prices. Price on London market continues to be well maintained, with no sign of weakness occurring in any quarter. The increase of production reported, which might ordinarily tend to weakness in market, is more than offset by increasing consumption of warring armies. Stocks are firm in outside primary points, and feeling extends to Japans following the complete opening of market in that country.

COFFEE.—An unsettled condition, with a slightly higher tendency, is reported from primary points without, however, affecting quotations to trade in any way as yet. Freight continue to be ruling factor, and although no difficulty is noted in securing supplies, the delivery usually requires from 60 to 75 days in case of those importing direct from primary market.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 22	0 24
Java, lb.	0 33	0 38
Maracaibo, lb.	0 22	0 23
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 18½	0 21
Santos, lb.	0 21	0 23
Chicory, lb.	0 12	0 14

NUTS.—Trade continues to be better than usual for season of year. Strength of shelled walnuts for fall delivery is feature of market, and firmness is well maintained by frequent cables from France of a similar tendency. An unsettled feeling is developing in peanuts, which are reported as gathering strength in spite of dull and inactive demand. Other lines remain unchanged in price, without feature of interest to note.

Almonds, Tara, new	0 15	0 15½
Grenobles	0 16	0 16½
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 33	0 34
Shelled almonds, 28-lb. boxes, per lb....	0 40	0 42
Sicily filberts	0 14½	0 15
Filberts, shelled	0 32	0 34
Pecans, large	0 18	0 19
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 08¼	0 12½

CANNED GOODS.—Prices remain unchanged, with a fair amount of business passing for fall delivery. Consuming demand for smaller sizes to offset advanced price has developed a tendency in some quarters to 2½-lb. size tomatoes, which will largely be used for new pack, although 3-lb. size will not disappear from market. No signs of weakness are apparent in any lines, and in case of peas, curtailment of crop owing to wet ground during planting season continues to add firmness in this line. Fish lines are unchanged in price and other factors of importance.

Ontario Markets

Toronto, June 1, 1916.—A propos the recent continued firmness in hogs and hog products it is interesting to note another reason why one of the latter, at any rate, should be high. Bacon is the line in question. Britain is importing large supplies from Canada. The difference in money between Britain's April imports this year and last amounts to nearly one hundred and fifty thousand pounds or seven hundred and fifty thousand dollars. This is for one month! The rate per year is therefore $24,000,000, a very large sum indeed. Twelve years ago, that was in 1904, total imports into Britain of Canadian bacons were $15,445,000. That is in just over a decade exports of bacon to Britain alone have increased eight and a half millions of dollars. On the other hand it should be taken into consideration that the value has increased to the tune of 154 per cent. Liverpool price in '04 was 36s. To-day it is over 80s. Still, even at that exports show a large increase. The point is that such exports are bound to have an appreciable effect on market conditions here, and are partially responsible for firmness in this hog product. Bacon, too, is a line in which exports to Britain will grow rather than decline.

The grain market, insofar as it is concerned with feeds, is interesting this week. A good demand exists for all classes of feeds. The fattening of more hogs and live stock than usual this year is taking and has recently taken a large amount of feed. This applies to all shorts, middlings, feed flour, oats and everything but bran. In its case grass is a good substitute.

The gentle frog is with us again; at least its legs are. You will find them duly discussed in the fish market report. Hotel and restaurant trade has been very active in them this week and bids fair to be larger than usual this year. Of course, there is a heavy rush at beginning of every season but it looks as if, when that trade does settle down, it will be more voluminous that of recent years.

SUGAR.—The market for the present is quiet. Demand seems to be a little off color; doubtless the trade bought heavily recently. All refiners are now at the same level. The one that dropped price on refined 15c last week has come up by a similar advance to general level.

So far as New York is concerned raws are somewhat easier for the moment. There is not much trading. Fundamental position remains steady and when the British Commission recommences buying to any great extent, no doubt it will provide the necessary fillip. The international situation is sufficient basis for probability of higher prices, though no movement is to be observed at the moment.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	8 25
20 lb. bags	8 36
10 lb. bags	8 41
2 and 5-lb. cartons	8 41
Nova Scotia refined, 100-lb. bags	8 16
New Brunswick refined, 100-lb. bags	8 11
Extra Ground Sugars—	
Barrels	8 26
50 lb. boxes	8 66
25 lb. boxes	8 96
Powdered Sugars—	
Barrels	8 36
25 lb. boxes	8 86
Crystal Diamonds—	
Barrels	9 81
100 lb. boxes	8 91
50 lb. boxes	9 01
Cartons (20 to case)	9 86
Cartons (50 to case)	10 96
Crystal Dominoes, carton	10 21
Paris Lumps—	
100 lb. boxes	8 91
50 lb. boxes	9 11
25 lb. boxes	9 11
Yellow Sugars—	
No. 1	7 56

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

MOLASSES.—High prices still exist but there may be some change to lower when new stocks arrive. There have been, it is reported, good shipments to St. John. This has lowered quotations there, and will probably have an all-round effect of decreased levels. However such is not the case as yet. Anyway, we shall not feel the effect as greatly as Montreal and Eastern cities.

Starch products are in good "stiff" demand. Cane syrups sell under about same conditions.

Corn Syrups—		
Barrels, per lb., 4c; ½ bbls., 4¼c; ¼ bbls....		0 04½
Pails, 38½ lbs., $1.95; 25 lbs.		1 50
Cases, 2 lb. tins, 2 doz. in case		2 75
Cases, 5 lb. tins, 1 doz. in case		3 15
Cases, 10 lb. tins, ½ doz. in case		3 05
Cases, 20 lb. tins, ¼ doz. in case		3 00
Cane Syrups—		
Barrels, lb., 4¾c; ½ bbls.		0 05½
Cases, 2 lb. tins, 2 doz. in case		4 80
Molasses—		
Fancy, gallon	0 60	0 65
West India, bbls.	0 35	0 38

TEA.—Both in London and New York market tone is firm. There were no advances at auctions in London since last writing however. Locally, the market is quiet and the trade pursues a policy of "watchful waiting". This is no doubt the wise and conservative thing: Quotations from primary markets are high. For two weeks now, however, there has been no actual advance at London auctions.

Freight situation appears to be easing a trifle. More boats are at liberty for June than for some time. This does not affect auction levels, of course, but it facilitates delivery and helps importers to that extent.

There is a dearth of despatches from Hankew regarding medium and common grades of Congous, and there are rumors to the effect that Russia has bought up the teas at private sale in the interior. High prices are expected.

DRIED FRUITS.—Feature of market this week is advance in currants, which appears to be pretty general. For some time a firmness has existed which has been heightened by the political situa-

tion in Greece. Fear of embroilment with Bulgaria has had adverse effect upon prices nd New York market is strong. Filiatras are now worth 15 to 16 cents, a full cent or cent and a half higher. There is not many actual higher price recorded in Amalas, but Vostizzas and Patras are up the same differential as Filiatras.

The market for future prunes has been strengthened this week by the efforts of a number of packers at the Coast to control old crop prunes, which efforts were successful. As a matter of fact there doesn't seem to be many purchasers for futures at the minute; these latter gentlemen feel that growers and packers' troubles will lead to lower prices. Locally, there is no new feature. Market is quiet; seasonably so.

Future apricots have been advanced at the Coast and prices look as though they will be high. Locally, situation is weak. No one seems interested, in fact, in any fruits but fresh ones, with single exception of currants.

Apples, evaporated, per lb.	....	0 09½
Apricots—		
Std., 25's, faced	0 12	0 12½
Choice, 25's, faced	0 13½	0 14
Extra choice, 25's, faced	0 14½	0 15
Fancy, 25's, faced	0 15½	0 16
Candied Peels—		
Lemou	0 13	0 20
Orange	0 18	0 20
Citron	0 23½	0 25
Currants—		
Filiatras, per lb.	0 15	0 16
Patras, per lb.	0 16	0 17
Vostizzas, choice	0 16	0 17½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Pa..ckage dates	0 10	0 10½
Hallowees	0 08½	0 09
Prunes—		
30-40s, California, 25-lb. boxes	0 13	0 13½
40-60s, 25-lb. boxes	0 10¾	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09¼	0 09½
70-80s, 50-lb. boxes	0 08½	0 08¾
80-90s, 50-lb. boxes	0 08¼	0 08½
90-100s, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 07	0 07½
Stds., 50-lb. boxes	0 06¾	0 07
Choice, 25 lbs., faced	0 07½	0 07¾
Extra choice, 25 lbs., faced	0 07¾	0 08
Fancy, 25 lbs., faced	0 08¾	0 09
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	....	0 10
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets	....	0 10
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

NUTS.—No undue activities reported in any line. Trade is simply buying hand to mouth, which is customary at this time of the year. Almonds and walnuts are mainly in request, when there is any request to speak of.

	Per lb.	
In Shell—		
Almonds, Tarragona	0 15¾	0 16½
Brazils, medium, new	0 16	0 18
Brazils, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, bags 110 lbs.	0 14	0 14½
Peanuts, Jumbos, roasted	0 13½	0 14½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14¾	0 15½
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 12½	0 13½
Shelled—		
Almonds	0 40	0 42
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 60	0 65
Walnuts, new, halves	0 34	0 37
Broken	0 31	0 32

RICE AND TAPIOCA.—Situation in rice is unchanged, there being light demand for current needs only. Still, market is firm enough, international situation remaining strong, on account of freight troubles, which like the poor, are apparently always with us these days. New York reports that stocks are slight and that there is probability of a general cleanup; little old stuff will be carried over, it is said. As for new crop stuff in the South predictions favor a full acreage; it will be needed.

Rice—		
Rangoon "B," per cwt.	....	4 50
Rangoon "CC," per cwt.	....	4 40
Rangoon, fancy, per cwt.	4 38	5 55
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 11	0 12
Seed, per lb.	0 11	0 13

BEANS.—Beans remain scarce; there is no let-up to the tense situation affecting the market. Beans, too, will be late this year. Instead if being harvested early in October it will likely be nearer November. This is the worst of years for anything of that sort to occur. Camps are buying heavily, and as time wears on and we come to the gap between old and new crop it looks as though they will be pretty high.

Beans, choice primes, bush.	4 40	4 50
Beans, hand-picked, bushel	....	4 75
Peas, blue, bushel	3 50	3 60
Split, lb.	0 05	0 05¼

SPICES.—Cables on peppers are high again, and this is leading to activity in both black and white peppers. The trade appears to be getting to the end of their stocks, and will probably be in buying humor pretty soon. Advances are not unlikely. All other lines are selling fairly well: nice business is coming and comparatively light stocks in wholesalers hands keep the tone of the market firm.

Spices—	Compound, per lb.	Pure, per lb.
Allspice, ground	....—0 20	0 17—0 19
Allspice, whole	....—....	....—0 15
Arrowroot	....—....	0 15—0 20
Bay leaves	....—....	....—0 20
Bicarb. soda	....—....	....—0 23½
Caraway seeds	....—....	....—0 25
Cassia, whole	....—....	0 26—0 32
Cassia, ground	0 16—0 18	0 26—0 34
Cayenne	....—....	0 30—0 35
Cayenne, Jap. chillies	....—....	....—0 40
Celery seed	....—....	0 45—0 50
Celery salt	....—....	0 30—0 35
Celery pepper	....—....	0 30—0 35
Cinnamon, Batavia	....—....	0 30—0 40
Cloves, whole	....—....	0 40—0 45
Cloves, ground	0 18—0 22	0 35—0 45
Coriander seed	....—....	0 12—0 13
Cream of tartar	0 25—0 30	0 48—0 52
Curry powder	....—....	0 30—0 35
Ginger, Cochin	0 15—0 17	0 22—0 25
Ginger, Jamaica, ground	0 18—0 21	0 25—0 30
Ginger, Jamaica, whole	....	0 28—0 30
inger, African, ground	....—....	0 14—0 18
Mace	....—....	0 85—1 00
Mustard, pure	....—....	0 28—0 30
Mustard seed	....—....	0 20—0 25
Nutmegs, brown, 64s, 55c; 80s, 45c; 100s	....—....	0 35—0 40
Nutmegs, ground, bulk, 30-35c; 1 lb. tins	....—....	0 37—0 42
Pastry spice	....—....	0 25—0 30
Paprika	....—....	0 35—0 40
Peppers, black, ground	0 14—0 18	0 25—0 30
Peppers, black, whole	....—....	0 24—0 29
Peppers, white, ground	0 19—0 24	0 35—0 40
Peppers, white, whole	....—....	0 30—0 35
Pickling spice	....—....	0 18—0 23
Sage	....—....	0 45—0 50
Saltpetre (chili)	....—....	....—0 10
Thyme	....—....	....—0 26
Turmeric	....—....	0 20—0 22

CANNED GOODS.—As already announced in our market columns, prices of jam, jellies, marmalades, etc., are exceedingly firm in price. The high price of sugar and labor shortage account for this position. On May 15, Dominion Canners, Hamilton, announced a new set of prices on their Aylmer jam. The 16 oz. glass jars for instance are now 10c per doz. higher than formerly and marmalade prices have also advanced. Shirriff's marmalade is now on an advanced price basis. A new set of prices rules this week. Others, it is assumed, will follow suit. Same reasons are working; high price of sugar and scarcity of labor. Then again the exceedingly high price of glass is becoming quite a problem. Glass has far more than doubled in price since the war broke out.

All vegetables remain firm and advancing. Tomatoes are worth $1.20; peas and corn each $1.00. As explained in the market summary in this issue contributory causes make it immensely probable that we shall see much higher prices this year.

Manitoba Markets

Winnipeg, June 1.—It might be said that all California fruits are firmer, especially peaches. As pointed out last week, growers claim to have been selling at a loss for a number of years, and have now formed an association. They intend to open a new price list on a higher basis. While fair stocks are held in Winnipeg, it is obvious that quotations will advance sooner or later. The bean market has been attracting attention during the past week or two; white beans are scarce and hand-picked are quoted at $4.70, 5-lb. pickers $4.30. While whole green peas have advanced to $3.30 per bushel, split peas have declined to $5.50 per sack. It is hardly likely that whole peas will advance again.

Paper bags are advancing, quotations to-day being up 10 per cent. Paper is also firm and higher prices are sure to come. Matches advanced recently, and continue firm. Molasses is advancing, and although big cargoes are due, this is an article which is still scarce. Quotations on New Orleans tins is as follows: 24 x 2 lb. case, $2.20; 24 x 3 lb., $3; 12 x 5 lb., $2.60; 6 x 10 lb., $2.55.

The rice market continues firm, and tapioca is to-day offered to the retail trade at 8½c; pearl sago at 8¼c. These prices are being paid by jobbers to-day, so obviously the retailer will be paying higher prices in two months' time.

SUGAR.—The wholesale trade was somewhat surprised on Tuesday, May 23, to learn that the Atlantic Sugar Refinery had put their price down 15c on refined. It was known that the raw sugar market was unsettled on account of strikes, but nobody expected a decline so soon. On Thursday, May 25, the B. C. Sugar Re-

finery followed with a decline of 15c, but late last week other Eastern refiners were still quoting the old figures. The effect of the above decline was not very marked, as most of the trade were well stocked.

Sugar, Eastern—	in sacks. Per cwt.
Standard granulated	8 80
Extra ground or icing, boxes	9 65
Extra ground or icing, bbls.	9 35
Powdered, boxes	9 45
Powdered, bbls.	9 25
Hard lump (100-lb. case)	9 75
Montreal yellow, bags	8 40
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 75
Halves, 90 lbs., per cwt.	8 85
Bales, 20 lbs., per cwt.	8 85
Powdered, 50s	9 40
Powdered, 5s	9 65
Icing, barrels	9 40
Icing, 50s	9 60
Cut loaf, barrels	9 70
Cut loaf, 50s	9 90
Cut loaf, 25s	9 95
Sugar, British Columbia—	
Extra standard granulated	8 80
Bar sugar, bbls.	9 25
Bar sugar, boxes, 50s	9 35
Icing sugar, bbls.	9 35
Icing sugar, boxes, 50s	9 65
H. P. lumps, 100-lb. cases	9 65
H. P. lumps, 25-lb. boxes	10 00
Yellow, in bags	8 40

SYRUPS.—No changes were reported last week, and market remains rather firm. The big syrup season is now almost over. Molasses continue hard to procure, although the situation is easing off. Fairly large cargoes of molasses are reported due at St. John, N.B., next month. However, the season for heavy consumption is over, but lower prices are not expected on account of the very high freights that have been paid for these shipments.

Corn Syrup—	
2s, per case 2 doz.	2 88
5s, per case 1 doz.	3 23
10s, per case, ½ doz.	3 11
20s, per case ½ doz.	3 12
½ barrels, by the lb.	4 65
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	4 05
5-lb. tins, 1 doz. to case, per case	4 75
10-lb. tins, ½ doz. to case, per case	4 45
20-lb. tins, 3 tins to case, per case	4 35

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes, ½ bbls., per gal.	0 65
New Orleans	0 28
New Orleans, tins, 24 x 2 lb. case, $2.20; 24 x 3 lb. case, $3; 12 x 5 lb., $2.60; 6 x 10 lb., $2.55.	

DRIED FRUITS.—An advance is reported of ½c on prunes in California. The market took a flurry early last week. It is confidently expected that peaches will go up too. No change is reported in raisins, which are fairly steady these days. A wire last week-end from New York announces a 1c per lb. advance in that city. From the way currants are acting, it looks as though they will be practically off the market in the fall, and that the trade will have to use something else. However, the high prices in the past, while they have affected the consumption, have not cut currants entirely off the market. It is a fact, however, that prices will be exceedingly high, as much difficulty is being experienced in securing supplies of good currants.

Dried Fruits—		
Evaporated apples, choice, 50's		0 08½
Evaporated apples, choice, 25's		0 08¾
Pears, choice, 25's		0 12½
Apricots, choice, 25's		0 13½
Apricots, choice, 10's		0 14½
Peaches—		
Choice, 25-lb. boxes		0 07
Choice, 10-lb. boxes		0 08
Currants—		
Filiatras, fresh cleaned		0 13
1 lb. package Amalias		0 13
2 lb. package		0 26
Dates—		
Hallowee, loose, per lb.		0 09
Hallowee, 12-oz. pkgs.		0 08¼
Raisins, California—		
16 oz. fancy, seeded		0 10¼
16 oz. choice, seeded		0 09½
12 oz. fancy, seeded		0 08¾
12 oz. choice, seeded		0 07½
Raisins, Muscatels—		
3 crown, loose, 25's		0 08⅞
3 crown, loose, 50's		0 08⅝
Raisins, Sultanas—		
California, 50's, fancy bleached		0 16¾
California, 25's, fancy bleached		0 17
16-oz. pkgs.		0 17½
Raisins, Cal. Valencias—		
25-lb. boxes		0 09
50-lb. boxes		0 09⅞
Prunes—		
90 to 100, 25s		0 07¼
80 to 90, 25s		0 07¾
70 to 80, 25s		0 08⅜
60 to 70, 25s		0 09
50 to 60, 25s		0 09½
40 to 50, 25s		0 10⅜
Peels—		
Orange, lb.		0 18½
Lemon, lb.		0 18
Citron, lb.		0 21¾

DRIED VEGETABLES.—The firmness in the market noted last week continues, and Michigan beans are reported up 25c per bushel in the primary market. Some big sales of beans have taken place lately, but the Winnipeg trade are fairly well stocked. Whole peas are up to $3.30 per bushel, while splits have declined to $5.50.

Beans—	
White beans, hand-picked, bushel	4 70
White beans, 5-lbfl pickers, bushel	4 30
California Lima Beans—	
80-lb. sacks	0 07¼
Barley—	
Pot, per sack, 98 lbs.	3 20
Pearl, per sack, 98 lbs.	4 36
Peas—	
Split peas, sck., 98 lbs.	5 50
Whole peas, bushel	3 30

RICE.—The primary market continues firm, Siams being exceedingly high. There is a likelihood of good trade in Japan rice, which can be bought at $15 per ton less than Siam to-day. Tapioca and sago are still firm. The retail trade are paying 8½c for the former, and 8¼c for the latter.

Rice and Tapioca—	
No. 1 Japan, per lb., 100-lb. bags	0 05¾
No. 2 Japan, per lb., 100-lb. bags	0 04¾
Siam, per lb., 100-lb. bags	0 04⅜
Patna, per lm., 100-lb. bag	0 07¼
Carolina, per lb., 100-lb. sacks	0 08⅝
Sago, pearl, sacks, per lb.	0 08¼
Tapioca, pearl	0 08½

SPICES.—Peppers are ¼c easier in the primary market. Small Japan chillies for pickling are very scarce. It seems that Japan chillies developed last year, and are twice the ordinary size; small chillies are, therefore, hard to get. The retailer when he buys pickling spices in July and August will find quotations about 2c per lb. higher this year.

Allspice, ground	0 11½	0 14½
Cassia, ground		0 22
Cream of tartar, 98% guaranteed	0 56	0 58
Cloves, whole		0 26
Cloves, ground		0 28
Ginger, Jamaica, ground	0 22½	0 23⅜
Nutmegs, ground	0 25	0 30
Pepper—		
Ground, black, 10-lb. boxes		0 27
Ground white, 10-lb. boxes		0 31
Whole, white		0 31½

COFFEE.—A wire received last week reports market still higher, and brokers are not looking for any decline, as freight rates are keeping the market high. Green Rios have advanced in the primary market 1c per lb. Santos about the same. Green Mexicans are up ¾c, with deliveries coming forward very irregularly. Javas and Mochas are practically unprocurable on an import basis. The consensus of opinion is that the market will hold up.

Coffee—		
Green, choice, No. 7 Rio		0 14¼
Green, choice, No. 5 Rio		0 15½
Green Santos		0 18½
Roasted, Rio, in bulk, bbls.	0 18	0 20
Roasted Santos	0 23	0 25
Maracaibo, green	0 19	0 20
Chicory, lb., Canadian, 14-lb. tins		0 10½

CANNED GOODS.—All lines are very firm in the East, and are stiffening up. Later on buyers will have to pay more for fruits, as the canners will be compelled to pay higher prices on account of labor conditions in Ontario. Tomatoes are practically cleaned up from original handlers. Local jobbers are booking up with the holding company, and are placing their orders before June 1st in order to avail themselves of the usual discount. It is noted, however, that they are not buying as heavily as they did in former years. It seems that wholesalers are acting cautiously just now as regards canned goods.

WINNIPEG

PRODUCE AND PROVISIONS.—The hog market was weaker last week-end, prices dropping from $10.75 to $10.-25, due to lack of demand from packers, who are trying to get the market down apparently by holding off. Receipts have been fairly good. So far, the decline in the hog market has not affected quotations on meats. The egg market has been excitable, keeping wholesalers on the jump, not knowing exactly what was going to happen. The future is rather doubtful, so many things entering into the situation. The consensus of opinion seems to be that future prices will be firm. Last week-end the prevailing price was 22c. Fresh-made creamery butter is beginning to come in, though not in large quantities. No. 1 is down 1c per lb., and is quoted at 32c, and No. 2, 31c. There is no feature to the cheese market.

Hams—		
Light, per lb.	0 21	0 23
Medium, per lb.	0 20	0 21
Large, per lb.	0 19	0 20
Bacon—		
Breakfast, per lb.	0 22	0 23
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light		0 16
Cooked Meats—		
Hams, boiled, per lb.		0 31
Shoulders, boiled, per lb.	0 23	0 24
Barrelled Pork—		
Mess pork, bbl.		27 00
Lard, Pure—		
Tierces		0 16
Pails		3 32½
Cases, 10s		10 05
Cases, 5s		10 13
Cases, 3s		10 20
Cartons		0 17½
Lard, Compound—		
Tierces		0 12½
Tubs, 50s, net		6 37
Pails, 20s, net		2 65
Butter—		
Fresh made creamery		0 33
Best dairy		0 26
Creamery, No. 2		0 31
Cooking	0 18	0 22
Eggs—		
New laids	0 21½	0 22½
Cheese—		
Ontario, large		0 20
Ontario, twins		0 20½

BRITISH COLUMBIA MARKETS

By Wire.

Vancouver, May 31.—All prices firm. New-laid eggs are expected to rise.

Cuban pineapple and Brazil nuts are now arriving on the market.

Produce and Provisions—		
Butter, creamery, per lb.	0 37	0 37½
Butter, New Zealand, lb.	....	0 40
Cheese, per lb., large, 21c; twins...	....	0 21½
Cheese, Stilton, lb.	....	0 23
Eggs, local, fresh	0 29	0 30
Lard, 3's, per case	....	8 55
Lard, 5's, per case	....	8 45
Lard, 10's, case	....	8 40
Lard, 20's, each	....	10 90
Hams, mild	....	0 22
Hams, picnic	....	0 14½
Bacon, light	....	0 24½
General—		
Almonds, shelled, lb.	....	0 42½
Cream of tartar, lb.	....	0 55
Cornmeal, bail	....	3 00
Flour, best patents, per bbl.	....	7 70
Grapefruit, Florida, case	....	6 00
Lemons, box	....	4 75
Potatoes, Ashcrofts, per ton	30 00	35 00
Potatoes, local, ton	....	20 00
Rolled oats, bail of 80 lbs.	....	2 80
Onions, Oregon, cwt.	....	1 50
Oranges, new, navel, box	2 40	3 40
Rice, 50's, sack	....	1 90
Sugar, standard gran., per cwt.	....	8 90
Walnuts, shelled, lo.	....	0 45
Walnuts, Manchurian, lb.	0 14	0 16
Canned Goods—		
Apples, gals., 6-case	....	1 62
Beans, 2's	....	2 10
Corn, standard, per 2 doz. case	....	2 15
Peas, standard, per 2 doz. case	....	2 10
Plums, Lombard, 2's, case	....	1 90
Peaches, 2½'s, case	....	4 00
Strawberries and raspberries, 2's, case	....	4 50
Salmon—		
Sockeye, 1's, 4 doz. case	....	9 00
Sockeye, ½'s, 8 doz. case	....	10 75
Pinks, 1's, 4 doz case	....	4 00
Dried Fruits—		
Apricots, per lb., 11c; Apples, lb.	....	0 12
Prunes, 70-80, 25's, lb.	....	0 08
Currants, per lb.	....	0 12
Raisins, seeded, lb.	....	0 09½
Peaches, per lb.	....	0 06½
White figs, per lb.	....	0 07½

ALBERTA MARKETS (CALGARY)

By Wire.

Calgary, May 31.—On Friday sugar dropped 15c, but advanced same amount to-day; further advance is likely. Prunes are rather unsteady, and advances in most dried fruits may be looked for. Lard is likely to be steady for some months. Beans will be higher yet, and heavy increases in canned peas and corn and tomatoes are expected. Cheese is firm at 22c; new-laid eggs are up to 30c.

General—		
Beans, small white Japan, lb.	....	0 08
Flour, No. 1 patent, 98's	3 40	3 55
Molasses, extra fancy, gal.	....	0 75
Rolled oats, bail	....	3 05
Rolled oats, 80s	....	3 05
Rice, Siam, cwt.	4 50	4 75
Potatoes, local, per bush.	0 60	0 75
Sago and tapioca, lb.	....	0 08
Sugar, pure cane, granulated, cwt.	....	9 25
Shelled walnuts, finest halves, lb.	....	0 49
Shelled walnuts, broken, lb.	....	0 30
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 19	0 20
Butter, creamery, lb.	....	0 30
Butter, No 1, dairy, lb.	....	0 25
Lard, pure, 5s, per case	....	10 30
Bacon, smoked backs, per lb.	....	0 23½
Bacon, smoked bellies, per lb.	....	0 26
Lard, pure, 3s, per case	....	10 50
Eggs, new laid	....	7 50
Canned Goods—		
Tomatoes, 3s, standard, case	....	3 00
Corn, 2s, standard, case	....	2 35
Peas, 2s, standard, case	....	2 45
Tomatoes, gals., case	....	2 25
Apples, gals., Ontario, case	....	1 75
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Salmon, finest sockeye, tails, 48xls. cs.	....	10 00
Salmon, pink, tails, 48xls, per case	....	4 50
Lobster, ½s, per doz.	....	3 00
Dried Fruits—		
Currants, lb.	....	0 13
Evaporated apples, 50s, per lb.	0 11	0 11½
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 15
Pears, choice, 25s, per lb.	....	0 14
Prunes, 90-100	....	0 07
Sultana raisins, Cal., extra fancy	....	0 15
Manchurian shelled walnuts	....	0 26

NEW BRUNSWICK MARKETS

By Wire.

St. John, May 31.—Sugar market, although firm, with upward tendency, shows no change this week, with the exception that Lantic sugar which was dropped 15c arbitrarily returned to market level. Arrival of molasses, although in limited quantities, has had effect of reducing price from 65c to 58c. Canned goods are firm. Expectation of higher prices for new crop goods, for which orders are now being booked, has led to heavier buying of old stock. There are many changes in fruit prices. Native apples are now off market. Oregon apples are $4 to $4.25. California oranges are $4 to $5. Grapefruit are $5.50 to$6 box. American strawberries are 20c to 25c. Native rhubarb is now down to 2½c. Potatoes have dropped to $3. Currants are up to 14½c. Yellow eye beans are $4.75 to $4.85. Rice is lower at $5.25 to $5.50. Pure lard is 18c; cheese is slightly off at 19½c to 20c.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	2 90	3 00
Pork, American clear, per bbl.	31 00	32 50
Butter, dairy, per lb.	0 27	0 30
Butter, creamery, per lb.	0 32	0 34
Eggs, new laid, per doz.	0 22	0 23
Lard, pure, lb.	....	0 18
Lard, pure, lb.	0 18	0 20
Valencia raisins, Cal., lb.	....	0 10
Cheese	0 19	0 20
Flour and Cereals—		
Cornmeal, gran.	....	6 35
Cornmeal, ordinary	....	1 90
Flour, Manitoba, per bbl.	....	7 55
Flour, Ontario	....	7 05
Flour, buckwheat, western, 98-lb. bag	....	3 50
Rolled oats, per bbl.	....	6 25
Fresh Fruits and Vegetables—		
Apples, box	3 00	3 25
Lemons, Messina, box	4 00	4 25
Lemons, Cal., box	6 00	6 00
Oranges, Cal., case	4 00	4 50
Potatoes, bbls.	....	3 00
Sugar—		
Standard granulated	8 25	8 30
United Empire	8 15	8 20
Bright yellow	8 05	8 10
No. 1 yellow	7 85	7 90
Paris lumps	9 25	9 30
Beans, white, per bush.	4 75	4 85
Canned pork and beans, per case	3 00	3 40
Molasses, Barbadoes, gal.	0 58	0 60
Cream of tartar, per lb., bulk	0 51	0 53
Currants	0 13½	0 14½
Pork and beans, case	3 20	3 40
Rice, per cwt.	5 25	5 50

REASONS FOR TEA ADVANCE

As already announced in Canadian Grocer, Blue Ribbon, Winnipeg, advanced price of their Red Label package tea recently. In apprising the trade of this advance they say in a letter:

"The war commenced in August, 1914, just at the time when stocks of tea in Canada were depleted, and as England promptly declared an embargo on its export, prices at once advanced 10 cents per lb.

"The Blue Ribbon Limited, however, had a large amount of tea coming forward via the Pacific, and in consequence decided to maintain old prices until such supplies were exhausted. The crop in India that season was large, but this was offset by several large cargoes being destroyed by the German raider "Emden." Also the consumption in England increased enormously, and in addition the Government bought a great deal for the Army. All this tended to keep prices during 1915 on a high level, but, with the single exception of an advance of 4 cents in February of that year, this company has continued to sell its teas at old prices.

"Recently there has been a further advance which is aggravated by high freight rates, and extreme difficulty in getting teas forward. Consequently, importers find themselves in a very difficult position. We cannot go on indefinitely selling tea at less than it is worth in the markets of the world, but we do not at present wish to advance the price of "Blue Ribbon" to the consumer. Probably we will later on be obliged to make "Blue Ribbon Red Label" a 50-cent tea, but meanwhile we have decided to advance it 1 per cent. per lb., and ask our friends to continue selling until further notice at 45 cents.

"The price to the trade of our 2½ lb. package will for the present remain unchanged, and Blue Ribbon Japan will also continue to be sold at old prices."

WESTERN FARMERS SETTLING DEBTS

(Continued from page 27.)

period in the history of the West. Many merchants state that the credit business as it was, conducted in the West for many years was one of the greatest drawbacks to the development of the country. Credit was too cheap. Retailer and consumers alike purchased extravagantly and for a long time the wholesalers did very little to check them.

Farmers Buying Autos

Reports from authoritative sources show that sales of automobiles to farmers are greatly in excess of any previous year.

Opinion vary as to the acreage in Alberta sown to wheat. Many claim the acreage is equal to last year, while others hold to the opinion that it is from 5 to 10 per cent. less. All agree in one point and it is that the present condition of crops throughout the province is equally as good as at this time last year. Recent rains and snow, it is claimed have greatly benefited the crops. At the time of writing wheat is well above the ground. The farmers are optimistic and claim there is an abundance of moisture in the ground. They are now awaiting sunshine and warmer weather.

LIKED CONVENTION REPORT

G. A. Maybee, president of Maybee's, and ex-president of the Saskatchewan branch of the R.M.A., writes Canadian Grocer as follows:—"We received your copy of Canadian Grocer, and noticed the write-up about the Saskatchewan R. M.A. Convention which we think was doing it every justice in the world."



FRUIT AND VEGETABLES



Navel Oranges Firmer

So Are Some Kinds of Strawberries As Stocks Get Slighter—A Few Apples Now Selling in Boxes—Berries Decline in Price—Asparagus of Extra Fine Quality — New Potatoes Easier; Old Ones Firmer and Higher in Some Markets.

MONTREAL

FRUITS.—Advent of warm weather has brought forward increased supplies which have tended to declines and easier feeling in market in general. Pines are plentiful and easy and are now $2.25 to $2.50 for Havanas. Louisiana and Tennessee strawberries are out of market and Carolinas are down to 15c to 17c a box. Cranberries are out of market as well as practically all apples except Ben Davises, for which, however, the sale is very slow at $3.50 for number one and $3 for No. two. Bananas are firm; nine hands Port LaMondes are $2.25, eights $1.25 and sevens $1.00. Orange market is firm and high with small sizes bringing best prices at $4 to $4.25 and large $3 to $3.50. Season for grapefruit is about over and stocks are selling at $4.50 a box. Firm feeling rules in lemons and warm weather approaching is expected to increase demand so that an advance of $1 is looked for in some quarters on the present price of $3.50.

Apples—		
Ben Davis, No. 1	....	3 50
Ben Davis, No. 2	....	3 00
Baldwins	4 00	4 25
Bananas, bunches	....	2 25
Grapefruit, 46-54-64-80-96	3 50	4 00
Lemons—		
California	....	2 75
Verdellis	....	2 75
Messina, 300 size, box	....	3 50
Oranges—		
Navels	....	4 00
Jamaica, 196-200-216	....	2 50
Porto Rico, 126-150-250-288	....	2 50
Pineapples, 18-24 and 30-36	2 00	2 50
Strawberries, Carolina, box	0 15	0 17
Strawberries, Louisiana	0 10	0 13
Limes, per box	....	1 50

VEGETABLES.—Demand has been very good during past week and shows no sign of abatement. Plentiful supplies of new vegetables are coming forward on market and prices in consequence have registered general decline with very few advances to note. Artichokes, Montreal and red cabbage, Florida celery and Spanish onions are out of market. Cabbage has declined on an average of from $1 to $1.50 all around with plentiful supplies on hand and coming forward and Norfolk selling at $3.75 with prospects of further declines. The last of the Florida celery has been selling at $3, but trade is now almost wholly on green stuff. Florida cucumbers are easier and selling at $4 per basket. Beans are easier, greens are selling at $2.50, and wax at $3, but remain firm at these prices. Market is crowded with over supply of asparagus, which is coming forward beyond capacity of market to absorb; fancy stuff is offered at $1.50 to $1.75 a doz., and No. 2 at 50c less. Tomatoes remain firm, high still at $4.25 per crate and $5 for fancy. The first shipment of Mississippi tomatoes is expected during week at $2.50 per 4-basket crate. Potatoes continue to get easier every week and Floridas are now selling at $8.25 a basket with fresh Carolinas starting in a few days at $7.00. Bermudas and Texas onions are $3.25 a crate; Louisiana Creole onions and Egyptians are 5c lb.

Beets, bag	....	1 50
Beets, new, per doz. bchs.	....	1 25
Beans, wax, N.Y., per basket	....	3 00
Beans, green, N.Y., per basket	....	2 50
Cabbage, new	....	4 00
Cabbage, Norfolk	....	2 75
Carrots, bag	0 50	0 75
Carrots, new, per doz. bchs.	....	0 75
Cauliflower, crate, single, doz. bchs.	....	3 50
Cauliflower, 18 to hamper	1 00	1 50
Celery, green top	2 75	3 00
Celery, Wash., per doz.	....	1 25
Cucumbers, fancy, Boston, doz.	1 50	1 75
Cucumbers, hamper	....	4 00
Egg plant, N.Y., doz.	....	1 75
Endive Can., per lb.	....	0 25
Garlic	....	0 30
Horse radish, per lb.	....	0 15
Leeks, bunch	....	0 10
Head lettuce, Boston, box	....	3 00
Head lettuce, Montreal, per 2 doz. box	....	2 50
Curly lettuce, box, 4 doz.	....	3 00
Mint, doz.	....	0 60
Mushrooms, 4-lb. basket	2 00	2 50
Oyster plant, doz.	....	0 50
Onions—		
Montreal, 100 lbs., bag	....	4 50
Silver, per 50 lb. crate	....	3 00
Red, per 100 lb. sack	....	4 50
Texas Bermuda, per crate	....	2 25
Parsnip, bag	....	1 00
Parsley, Bermuda	....	0 75
Parsley, Montreal, per doz.	....	0 40
Peas, per 25-lb. hamper	....	3 60
Potatoes—		
So. Carolina	....	7 00
New, per bbl.	....	8 25
Montreal, Red, 80 lbs., bag	....	1 75
New Brunswick, 80 lbs., bag	....	2 50
Green Mt.	....	2 00
Sweet, hamper	1 75	2 00
Radishes, per doz.	....	0 30
Rhubarb, per doz.	0 40	0 50
Spinach, New York, bbl.	....	3 00
Shalots, Mtl., per doz. bchs.	....	0 60
Turnips, bag	....	1 00
Turnips, bag, Quebec	....	1 25
Tomatoes, hothouse, lb.	0 25	0 30
Tomatoes, Florida, 6 basket crate	4 25	5 00
Watercress, Boston, hothouse, doz.	....	0 75
Watercress, Canadian, doz.	....	0 30

TORONTO

FRUIT.—There are few new lines in this week, but there is declension in several that are in. Cherries, of very fine quality, are more numerous and are down to $2.75 and $3.75. New Messina lemons have stiffened again going up to $3.50 a box. A few apples continue to sell: Spys are coming in boxes and there is nice business in stocks on hands which are not large. Bananas are worth as high as $2.25 in some cases: majority fetch around $1.75. Strawberries are getting scarcer; at least this week, and price is up a couple of cents. Oranges are up to $3 and $4.25 for large varieties; business in them is excellent. Generally trade is good, hotels buying fruit very well at the moment.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	6 00
Apples, Spies, box	1 25	1 50
Apples, Ben Davis, bbl.	3 00	3 50
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 00	2 75
Bananas, bunch	1 75	2 25
Cherries, Cal., box	2 75	3 25
Dates, lb. box	....	0 08
Grapefruit—		
Cuban, case	4 00	4 25
Florida, case	....	5 00
Oranges—		
Navels	3 00	4 25
Late Valencias, case	....	3 75
Lemons, new, Messina, box	....	3 50
Limes, per 100	....	1 50
Pineapples, Porto Rico	2 75	3 00
Strawberries, North Carolina	0 15	0 17

VEGETABLES.—New cabbage declined this week, Virginia bringing $3 and $3.25 a case. Asparagus is very plentiful, selling freely at around $1. A lot is coming from the Dalhousie farms, and they are remarkable for their fine big stalks, and all eatable. A car of Delawares came in this morning, these potatoes now bringing $2 a bag. A car of cucumbers sold at $3.50 to $4, with lots of buyers. Turnips are much lower. There are heavy stocks on hand. Mushrooms sell as high as $2.50, with small varieties fetching $2. Green onions are higher; supplies are backward this year. General business is very satisfactory, general trend is downward as stocks become more extensive.

Asparagus, dozen	1 00	1 25
Cabbage, new, case	3 00	3 50
Beets, Canadian, bag	0 50	0 60
Beans, green	2 50	2 75
Carrots, new hamper	1 10	1 50
Cauliflower, case	1 25	1 35
Celery, Florida, case	2 50	2 75
Cucumbers—		
Hothouse, doz.	1 75	2 25
Florida, hamper	3 50	4 00
Onions—		
Texas, Bermuda, crate	2 00	2 50
Green, doz., bunches	0 20	0 30
Lettuce, leaf, doz.	0 25	0 35
Lettuce head, hamper	3 50	3 75
Mushrooms, imported, 6 qt.	2 00	2 50
Parsnips, bag	0 80	0 90
Parsley, doz.	....	1 00
Peppers, green, basket	0 60	0 65
Potatoes—		
N.B. Delaware, bag	1 95	2 00
Ontario, bag	1 75	1 80
Radishes, doz.	0 30	0 35

(Continued on page 42)



FISH AND OYSTERS



Frogs' Legs Selling Well

Their Introduction Gets the Hotel and Restaurant Trade — Western Salmon Very Plentiful, But Eastern Stuff Scarce—Lots of Trout on Hand—Competition Heavy for Whitefish

MONTREAL

FISH.—Feature of trade is large volume of supplies coming and declining tendency of market so that distributors are trading on a close margin. Consumption continues to show unusual increase which warm weather is expected to accelerate, but supplies coming forward continue to be sufficient to meet this large demand. Sudden shortage of eastern halibut has caused scarcity on market which western supplies have not been able to care for and this is the only exception to overstocked condition of market. Haddock and cod fish are plentiful and selling at lower prices. There has been a break in price on Gaspe salmon with greater volume of supplies. Canadian shad are arriving in fairly good quantities but until season is fully established prices are expected to maintain present high level. Mackerel are just starting and the few offered are touching high prices, as up to this week the trade depended upon American supplies but a scarcity developing there import prices are prohibitive. Lake fish are coming forward freely and selling at normal price. Very little movement is noted in pickled, cured, fresh and prepared lines and only a few haddies, bloaters and pickled herring are sold. Fresh and shell oysters are as usual at this time of year, nominal in price and in inactive demand. Live and boiled lobsters are still available at the minimum price of the season.

TORONTO

FISH AND OYSTERS.—Feature of the market this week is the introduction of frogs' legs. These come up from Belleville, Peterboro and down East, and are very popular especially with hotels and better class restaurants. Price is 75c a lb. There is a good rush sale; by and by they will sink to ordinary average demand. There is plenty of trout on the market, and price is down a couple of cents to 12c. Lake herrings sell for eight cents a pound. Demand at the moment is limited. Mackerel from across the border is high in price, bringing around 50 cents, a stiff figure. Stocks on hand are slight. Whitefish from the lakes is very scarce: heavy buying from New York competitors appears to be the reason. Halibut is firm and higher, demand being heavy and supplies by no means plentiful. There is lots of western salmon coming and price is down to 20 and 25 cents. Eastern salmon is not on hand to any extent, and is therefore very dear. Trade in smoked and curved lines has slumped a good deal and is very slight.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.09	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.09	.10½
Haddies, fillets, per lb.	.11	.10
Herring, Ciscoes, baskets	1.25	1.50
St. John bloaters, 100 in box	1.20	1.25
St. John bloaters, per box of 60	1.00	1.00
Smoked herrings, medium, box	.15	.15
Smoked herrings, medium, box	.16	.15
Smoked boneless herrings, 1-0-lb. box	1.40	1.40
Kippered herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.16	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

Salmon—	Montreal	Toronto
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.11	.11
Red Cohoes, dressed, lb.	.12	.11
Pale qualla, dressed, per lb.	.10	.11
Halibut, white western, large and medium, per lb.	.11	.13
Halibut, eastern, chicken, per lb.	.12	.12
Mackerel, bloater, per lb.	.09-.10	.10
Haddock, medium and large, lb.	.05	.10
Market codfish, per lb.	.04	.08
Steak codfish, per lb.	.06	.10
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-.16	.18
Smelts	.12	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.50	3.25
Round pike	.07	....
Grass pike, dressed	.07	....

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 60
Dried hake, medium and large, 100 lbs.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case	6 50	3 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20 lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20 lb. boxes	0 10	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	0 15 1 80	0 15 1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal.	1 50	2 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	2 00	....
Best scollops, imp. gallon	2 25	3 50
Best prawns, imp. gallon	2 25	....
Best sbrimps, imp. gallon	2 00	....
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best, select, quart cans, each	0 50	0 75
Rockaways, 100	....	1 50
Blue points, small	....	1 00
Blue points, large	....	1 50

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per bbl.	12 00	....
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	7 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, bbl.	0 20	0 40
Little necks, per 100	1 25	1 50

FRESH SEA FISH

	Montreal	Toronto
Halibut	12 —13	14
Haddock, fancy, express, lb.	05½— 6	7
Mackerel, medium, each	30	50
Steak, cod, fancy, express, lb.	6	8
Herrings, each	2	2
Flounders	6	9
Flounders, New York	9	12
Salmon, Western	20 —22	20 —25

FRESH LAKE FISH

Carp, lb.	0 07	....
Pike, lb.	0 07½	0 07
Perch	0 04	0 07
Suckers, lb.	0 05	0 10
Whitefish, lb.	0 13	0 17
Lake Erie whitefish	....	0 27
Herrings, each	0 02	0 02
Gaspereaux, each	0 02½	0 03
Lake trout	0 12	0 12
Eels, lb.	0 10	0 08
Dore	12-13	0 13

FROZE LAKE AND RIVER

Whitefish, large, per lb.	.09-.09½	.09-.10
Whitefish, small tulibees	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress or round, lb.	.08½-.09	.09-.13
Pike, dressed and headless, lb.	.07-.07½	.07
Pike, round, per lb.	.06½-.07	.06-.07

WINNIPEG

FISH AND POULTRY.—Last week-end little new stuff was coming in, and nearly all frozen fish was cleaned up. Large quantities of fresh fish should be in this week, including white fish, which is expected to open at about 10c. Salmon was a little scarcer last week, and brought 17c; halibut brought 11c per lb. The only lake stuff arriving last week was a little pickerel, which brought 10c, and some lake trout. There is no improvement in the poultry situation, which continues to bring high figures. No. 1 dressed turkeys bring as high as 37c.

Fish—		
Frozen salmon	....	0 11
Fresh salmon	....	0 17
Fresh halibut	....	0 11
Fresh whitefish	....	0 10
Steak cod, per lb.	....	0 08
Lake Winnipeg whitefish	....	0 09
Fresh finnan haddie	0 11	0 12
Kippers, per box	....	2 00
Fresh lake trout, per lb.	....	0 12
Bloaters, per box	....	2 00
Salt mackerel, 20-lb. kit	....	3 00
Smoked gold-eyes, doz.	....	0 50
Poultry, Live—		
Fowl	0 17	0 18
Roosters	....	0 11½
Chickens	....	0 15
Turkeys	....	0 19
Ducks	....	0 13
Ducklings	....	0 14
Geese	....	0 12
Poultry, Dressed—		
Ducks, No. 1	....	0 24
Fowl, No. 1	....	0 24
Turkeys, No. 1	0 35	0 37
Geese, No. 1	....	0 25



FLOUR AND CEREALS



Declines in Many Feeds

Bran Shorts and Middlings Easier—Better Demand For Feed Oats — Ontario Winter Wheat Flour Sells For Export Account—Most Cereals Slow.

MONTREAL

FLOUR.—A fairly active demand prevails on an unchanged market which retains its steadiness in spite of an easier wheat market. Latter is due to fact that flour prices did not advance to the extent that the recent advance in wheat market made possible. Mills are running steadily although not at full capacity and demand is normal following the recent advance. Buyers of consequence bought last fall and are still taking out on these unfilled contracts which fact tends to prevent undue firmness on market as trade is cut down to buying only what is required for actual need so as to prevent overloading in case of any fluctuation of market.

Winter wheat lines are unchanged in price but a weaker tone prevails following decline in oats and dull demand that has become feature of market and prevents any but hand to mouth buying.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	6 80
Second patents	6 30
Strong bakers	6 10
Winter Wheat Flour—	**Car lots** / **Small lots**
Fancy patents	5 85 / 6 10
90 per cent. in wood	5 60 / 5 80
90 per cent. in bags	2 70 / 2 75

CEREALS.—Prices and market in general are unchanged. Cool weather has, however, developed a prolonged and splendid consumption, considering time of year, and has tended towards firm feeling. Advances are even talked of in rolled oats.

Cornmeal—	Per 98-lb. sack
Gold dust	2 50
Rolled Oats—	90's in jute.
Small lots	2 75
25 bags or more	2 60
Packages, case	3 90 / 4 00
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90's, in jute.	
Rolled Wheat—	100-lb. / bbls.
Hominy, per 98-lb. sack	4 00
Hominy, per 98-lb sack	2 75
Corn flour, bag	2 50
Rye flour, bag	2 65 / 2 80
Barley, pot	3 00
Barley, pearl, lb.	0 04½

FEED.—An easier feeling is evident in bran which is now $23 a ton in sympathy with a decreased demand which makes it hard to sell as season is practically over. Prices of heavy feed in general, particularly in shorts are easier, the market stale and declines not improbable. Flour middlings form the exception to this rule and are strong and in good demand.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chop, ton	32 00
Crushed oats, ton	34 00
Oats, chop, ton	34 00
Barley, chop, ton	32 00
Feed oats, Manitoba, bush.	0 57
Feed wheat, bag	1 90

TORONTO

FLOUR.—Export business for winter wheat flour is on the up-grade, and cables of acceptance this week, were frequent. There are a lot of overseas buyers, however, who cannot see our prices. Manitoba remains firm and buying is good, without being unusually heavy. Domestic demand is better than for a couple of weeks.

No. 1 Northern wheat had another check this week, dropping to 1.19½. Business at first was slight and the market has been dropping a couple of points a day. However, at writing there is a feeling that prices are as low as they will go for the present and that wheat is good buying right now. Flour picked up noticeably on Tuesday on a firmer tone being imparted to wheat.

Manitoba Wheat Flour—	Small lots. per bbl.	Car lots. of 2 bags
First patents	6 90	6 70
Second patents	6 40	6 20
Strong bakers	6 20	5 80
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	4 50	4 40

CEREALS.—Rolled oats are fluctuating according to oats demand and supply and consequent quotation. Demand is only average. There is still fair business going in split peas at prices unchanged from last week's quotations. Export business in oats is not up to much at the moment. Cable bids are 1 to 2 shillings out of line. Same applies to oatmeal.

Barley, pearl, 98 lbs.	4 20	4 40
Buckwheat grits, 98 lbs.		4 50
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.		2 50
Graham flour, 98 lbs.		2 75
Hominy, granulated, 98 lbs.		3 00
Hominy, pearl, 98 lbs.		3 00
Oatmeal, standard, 98 lbs.		2 76
Oatmeal, granulated, 98 lbs.		2 76
Peas, Canadian, boiling, bush.		3 60
Peas, split, 98 lbs.		4 85
Rolled oats, 90-lb. bags		2 65
Rolled wheat, 100-lb. bags		3 25
Rye flour, 98 lbs.		2 80
Whole wheat flour, 98 lbs.		3 00
Wheatlets, 98 lbs.		3 30

FEEDS.—Trade drags for bran and shorts though middlings are in fair request. All major feeds are down a dollar this week, but even this decline has not stimulated business to any effect. A fair trade is doing in feed oats for local account, better indeed than the season and weather warrant.

Mill Feeds—	Mixed cars per ton
Bran	23 00
Shorts	25 00
Special, middlings	25 00 / 26 00
Feed flour, per bag	1 70 / 1 75
Oats—	
No. 3, Ontario, outside points	0 48 / 0 49

WINNIPEG

FLOUR AND CEREALS.—Domestic flour business, especially in Western Canada, has picked up a little during last week, as most farmers are through with their seeding, and have an opportunity to get into town for supplies. Millers are looking for fairly good business during June. The wheat market during the past week fluctuated over a 2c range. Cereal market quiet, with demand practically nil. Demand for feed still strong, although prices have eased off in the East. While there are no changes in quotations here, they are expected, as cattle are now about to go on the grass.

Flour—	
Best patents	6 60
Bakers	6 10
Clears	5 40
XXXX.	4 40
Cereals—	
Rolled oats, 80 lbs.	2 25 / 2 30
Rolled oats, pkgs., family size	3 75
Wheat flakes, case	3 75
Oatmeal, standard and gran., 98 lbs..	2 75
Cornmeal, 98 lbs.	2 45
Feeds—	
Bran, ton	20 00
Shorts, ton	21 00
Middlings, ton	21 00
Mixed chop, ton	28 00

HAMILTON GROCERS' PICNIC, JULY 19

The Committee of Management of the Hamilton, Ont. Grocers' Association were at Niagara Falls on Wednesday, Victoria Day, completing arrangements for their annual picnic. This is always one of the events of the season in Hamilton, and is largely attended. This year's affair is expected to be bigger and better than ever. The committee consists of W. J. Lawrie, chairman; Jos. Kirkpatrick, Wm. Smye, Benson Chrysler, M. R. Hill and James Main. The date is fixed for July 19.

The Guard of Quality—
The Protection of Pure Foods



This famous Scotsman is your guard against a surprise attack from questionable quality cereals. He symbolizes Canada's Pure High Quality cereals. Call on him to assist you in building up an ideal cereal trade.

Write us for quotations on the following lines:—

Tillson's Premium Oats
Tillson's "Scotch" Health Bran
Tillson's "Scotch" Fine Cut Oatmeal
Bulk Rolled Oats
Pan Dried Oats
Rolled Wheat
Corn Meal
Split Peas
Purina
Brose Meal
Pot Barley
Pearl Barley
Calfine
Rainbow Flour
King of Patents Flour
Goldie's Star Flour
Gold Seal Flour
Lily Flour
White Dove Flour
Echo Flour
Puritan Flour
Graham Flour
Whole Wheat Flour
Shorts
Middlings
Bran

We are large exporters of cereals of all kinds.

Wire or cable when in the market for any of the above lines.

Canadian Cereal and Flour Mills Co., Limited
Toronto, Ontario

How Hams Have Advanced

A Study in Rising Prices—Facts and Figures—Profits Figured on the Wrong Basis Often — Adjust Consumer Price to Wholesale Price With Care—Hams Can Be Made Very Profitable Line—A Chart That Follows the Gradual Rise.

Written for Canadian Grocer by E. A. Hughes.

FROM 1889 to 1916 the price of light hams has gone up from 11½c to 24c per pound. This is a gain of something like 115 per cent. The period covered is roughly 30 years. Boiled hams, sometimes known as cooked hams, have risen in market price from 18½c to 33c during the years 1910 to 1916. That is in 6 years there has been a gain of over 75 per cent.

Thereby hangs a tale. The tale is perhaps better illustrated or can be seen more quickly by a glance at the accompanying diagram. The dotted line represents the progress in the price of boiled ham. The continuous line represents the progress in the price of light ham.

This diagram and these figures prove several things. First of all they are indices to the rising cost of living. Hams are not a luxury; at the same time they are more than a necessity and are a fairly average food stuff which may well be taken as typical of the rising cost of general living in Canada.

Increase In Consumption

The enormous percentage increase in the case of light hams from 11½c to 24c and in the case of cooked hams of 18 to 33c (this last during the last 6 years) is due largely to increase in consumption, which in its turn is due to increase in population. This increase in population has not been followed by a comensurate increase in hog-raising. In other words to put it more briefly the population of Canada, and consequently the demand for hams, has jumped more rapidly than has the supply during the period of years noted.

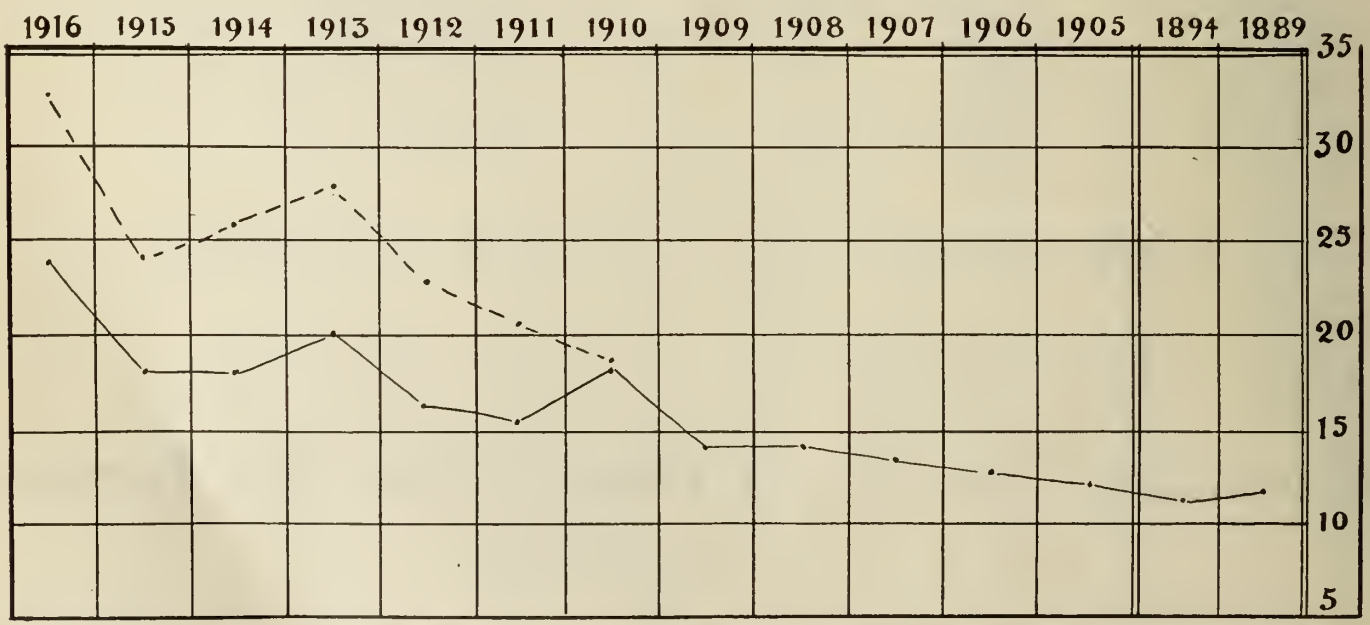
These figures are full of significance for the grocer. There has been a good deal of talk amongst the trade during recent weeks and months because the hog market has been unusually high and pork products have followed suit. These advances being conceded, it is permissible to wonder whether the whole of the trade is dealing with the question of profits on hog products properly. Is the average grocer making his price to the public suitable when he takes into consideration, the advance in price made to him? For instance: light hams in 1889 were 11½c a pound; this was the price to the retailer. The retailer selling light hams to the public may perhaps have sold at 4c profit. He would then have sold at 15½c. That is to say (basing profit on selling price) he would have made that a 26 per cent. profit on a pound of light hams sold over his counter. Now, the same grocer, if he were to sell his hams to-day 4c higher than he pays for them, that is the same number of cents higher as in 1889, he would pretty nearly lose money overhead considered. To-day he is paying 24c for light hams to the wholesaler. If he sells at a price of 28c, that is 4c advance to the consumer, his percentage of profit is only about 14 per cent. In 1889 it was 26 per cent. Briefly, if the grocer to-day is selling his ham at the same number of cents in advance of the wholesale prices as 27 years ago, he is making just about half the money he did in 1889. Thus the grocer who has not adjusted his consumer price to the wholesale price of to-day is losing money compared to what he was doing at that time.

The same thing exactly applies to the prices of boiled ham. If the retailer in 1910 was paying 18½c per lb. to the wholesaler for boiled ham and sold this at 22c, he would be making a percentage profit of about 18 per cent. But the 1916 price of boiled ham is 33c. If he were to sell his boiled ham to-day over the counter at the same 4c ahead of wholesale price, that is at a price of 37c he would be making a percentage profit of only 9.7 per cent. In other words during the last six years boiled hams have increased at such a rate, that supposing the same number of cents to be added to the retailers price now as in 1910, the retailer's profit will be practically cut in half, compared with six years ago.

How To Figure Profits

These are serious considerations for the retailer; his profits should not be

(Continued on page 42.)



Canadian Grocer chart illustrating rise in hams. Figures on right mean cents per lb., to retail trade, Toronto prices, in May each year.

Dotted line—Boiled ham. Continuous line—Light ham.



PRODUCE AND PROVISIONS



Weaker Feeling in Eggs

This is Also Evident in Hogs—Butter Advances in Eastern Market — More Poultry Coming Along and Lower Prices Are Probable—Cheese Quotably Lower at Boards.

MONTREAL

PROVISIONS.—An easier feeling is evident in hogs which have declined to 16¼c for city dressed and in lard which is selling in pails at 18c a lb. Trade is active and there is a slight scarcity in hogs but otherwise supplies of all kinds are coming forward freely and all other prices are firm and unchanged. Smoked and cured meats continue good and warmer weather tends to make trade active in this line.

Hams—		
Small, per lb.	0 21	0 23
Medium, per lb.	0 20	0 22½
Large, per lb.	....	0 21
Backs—		
Plain, bone in	....	0 24
Boneless	....	0 29
Peameal	....	0 29
Bacon—		
Breakfast, per lb.	....	0 26
Roll	....	0 18
Shoulders, bone in	....	0 16
Shoulders, boneless	....	0 17
Cooked Meats—		
Hams, boiled, per lb.	....	0 34
Hams, roast, per lb.	....	0 35
Shoulders, boiled	0 26	0 27
Shoulders, roasted	....	0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—	Per bbl.	
Heavy short cut mess	....	30 00
Heavy short cut clear	....	27 50
Clear fat backs	....	33 00
Clear pork	....	33 00
Lard, Pure—		
Tierces, 350 lbs., net	....	0 17
Tubs, 50 lbs. net	....	0 17¼
Tins, 50 lbs. net	....	0 17¼
Pails, wood, 20 lbs. net	....	0 17½
Pails, tin, 20 lbs., gross	....	0 17
Cases, 10 lbs. tins, 60 in case	....	0 17¾
Cases, 3 and 5-lb. tins, 60 in case	....	0 18¾
Bricks, 1 lb. each	....	0 19¼
Lard, Compound—		
Tierces, 375 lbs. net	....	0 14¾
Tubs, 50 lbs. net	....	0 15
Tins, 50 lbs. net	....	0 15
Pails, wood, 20 lbs., net	....	0 15¼
Pails, tin, 20 lbs. net	....	0 15½
Cases, 10-lb. tins, 60 in case	....	0 16¼
Cases, 3 and 5-lb. tins, 60 in case	....	0 16
Bricks, 1 lb. each	....	0 17
Hogs—		
Dressed, abattoir killed, cwt.	....	16 25

BUTTER.—Butter has advanced 1c and fresh made finest creamery is now 32c a lb. with firmness added to by heavy exports of last week and well maintained. Old supplies have all been cleaned up and fresh made is only kind available and spot stocks are kept very low by very active export trade.

Butter—		
Finest creamery, fresh made	....	0 32
Dairy prints	....	0 27
Dairy, solids	....	0 26
Separator prints	....	0 27
Bakers	....	0 24

CHEESE.—A sharp decline of 2c has occurred all around in cheese and fresh made is from 18c to 19c and market is in an uncertain and unsettled condition with an easy feeling uppermost. Declines in country markets varied from 3-16c to 3c a lb., the latter occurring at St. Hyacinthe. Although the Stirling Board showed an advance over the previous week. Receipts of Canadian and American supplies have increased and export demand has lessened while domestic demand continues inactive, which accounts largely for easier feeling in market.

Cheese—		
1915 make	0 19	0 20
Stilton	....	0 24
1916 make	0 18	0 19

EGGS.—Eggs remain unchanged in price, but an easier feeling is evident in market with a greater volume of supplies coming from country and warm weather causing bad eggs in some sections. Receipts for last week were 15,962 cases, a drop from the previous week. Dealers are less keen for eggs and are quoting to stores at 22c in country. Local trade continues good and consumption equal to that of last year but feeling is decidedly easier.

Eggs, case lots—		
New laid, stamped	0 25	0 26

POULTRY.—Feature of market is arrival of new spring broilers at $1.25 to $1.40 per pair. A good demand continues for all kind of poultry but frozen is practically cleaned out of market. Live stock in general are easier but fresh killed fowl are bringing good prices and selling at from 23c to 24c for live and 25c for dressed. Ordinary roasting chickens are nearly out of the market, firm and high at 22c a lb. Geese are easier as none but old stock are coming forward and are not in a good demand on account of poor quality.

Poultry—		
Frozen Stock—		
Turkeys	0 29	0 30
Fowl, large	0 23	0 24
Fowl, small	0 23	0 24
Ducks	....	0 26
Geese	0 17	0 18
Roasting chicken, milkfed, 4 lbs. or over	0 23	0 27
Roasting chickens, ordinary	....	0 22
Squabs, Canadian, pair	....	0 50
Squabs, Philadelphia, pair	....	0 70
Pigeons, pair	0 25	0 30
Fresh Stock, Dressed—		
Fowls, large, per lb.	....	0 25
Fowls, small, per lb.	....	0 23
Turkeys, Tom, per lb.	0 26	0 27
Turkeys, Hen, per lb.	0 28	0 30
Broilers, per pair	1 25	1 40
Live Stock—		
Fowl, 5lbs. and over	0 22	0 23
Fowl, small	0 20	0 21
Turkeys	0 22	0 23
Ducks	0 25	0 27
Geese	0 13	0 15
Chicken	0 15	0 18

HONEY.—Market remains unchanged, quiet and steady with demand centering on small lots of principal grades and is without feature of interest to note.

Honey—	
Buckwheat, tins	0 09½
Strained clover, 60-lb. tins	0 12
Strained clover, in 10-lb. tins	0 12½
Strained clover, in 5-lb tins	0 12½
Comb honey, white clover, per section	0 16
Comb honey, buckwheat, per section	0 13

MAPLE SYRUP.—Prices remain unchanged on a steady market without feature of interest to report with supplies coming forward less freely but in sufficient quantity to cover requirements.

Maple Sugar—	
In blocks, bright, per lb.	0 14 0 15
In blocks, dark, per lb.	0 10 0 12
In tubs, per lb.	0 09 0 10
Maple Syrup—	
In 8½ lb. tins, each	0 90 1 00
In 13¼ lb. tins, each	1 40 1 50

TORONTO

PROVISIONS. There have been fluctuations in the prices of live and dressed hogs; levels have been up one day and down the next. Present figures obtain, however, and while there is no shrinkage in price, there is less trading in hogs on the board. Hog products therefore show little alteration. There is a nice demand coming along for cooked meats, stimulated, no doubt, by the warmer weather now with us. Lard prices are quoted by separate houses on basis of 17, 17¼ and 17½ respectively.

Hams—		
Light, per lb.	0 24	0 25
Medium, per lb.	0 23	0 24
Large, per lb.	0 21	0 22
Backs—		
Bacon—		
Plain	0 27	0 28
Boneless, per lb.	0 28	0 29
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 26	0 29
Roll, per lb.	0 20	0 21
Shoulders, per lb.	0 20	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 16	0 17
Cooked Meats—		
Hams, boiled, per lb.	0 33	0 34
Hams, roast, per lb.	0 33	0 34
Shoulders, boiled, per lb.	0 28	0 29
Shoulders, roast, per lb.	0 28	0 29
Barrelled Pork—		
Heavy mess pork, per bbl.	30 00	31 00
Short cut, per bbl.	32 00	33 00

Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17¼
Tubs, 60 lbs.	0 17¼	0 17½
Pails	0 17¾	0 18
Bricks, 1 lb., per lb.	0 18¾	0 19
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 14	0 14¼
Tubs, 50 lbs., per lb.	0 14¼	0 14½
Pails, 20 lbs., per lb.	0 14½	0 14¾
Bricks, 1 lb., per lb.	0 15½	0 15¾
Hogs—		
Live	12 00	12 50
Dressed, abattoir killed	15 50	16 00

BUTTER.—Makes of both creamery and dairy are heavy and demand is of usual proportions. There have been some exports to England recently, and also some lots have moved out West. This latter is a temporary condition, however, and while it has firmed up the market some it is not expected to continue, and is not, therefore, to be taken seriously as a market factor. Probably we shall see lower levels before we see higher. Meanwhile creamery is worth 29 to 31, and dairy four cents lower.

Creamery prints, lb.	0 29	0 31
Creamery, solids	0 28	0 29
Dairy prints, choice, lb.	0 25	0 27
Dairy prints, lb.	0 24	0 26
Bakers	0 22	0 24

CHEESE.—Apparently there are lower prices in the offing, for at the boards this week cheese was sold a couple of cents under recent levels. However, we have not yet got this cheese on the market and, therefore, our quotations are not any different. This applies to new cheese only. Old cheese is firm and high. Export continues apace with nice business right along; they are apparently perennially short of cheese in England.

Cheese—		
New, large, per lb.	0 20¼	0 20¼
New, twins, per lb.	0 20½	0 20½
June and Sept., large, per lb.	0 21	0 21
June and Sept., twins, per lb.	0 21½	0 21½
June and Sept., triplets, per lb.	0 21½	0 22

EGGS.—Supply is fairly heavy and demand is as usual. There are no new features to record except that from general quotations prices in the country are getting lower, which will probably bring lower levels to the trade. Price in country is now 22c cases returned and 23c cases free. For week of June 5th these prices will be reduced by one cent. Apparently this is more or less concerted action on part of egg men, as all are quoting same.

Eggs—		
New laids, specials in cartons	0 25	0 28
New laids, ex cartons	0 24	0 25

POULTRY.—Feature of the market is that more of all lines are now coming along. This has a tendency to weaken market, but there is disparity in what poultry men are quoting. Our figures therefore remain, but it should be understood that some men are quoting below them. There is a good demand for chicken and old fowl. Spring broilers of correct weight are in particular demand.

Poultry—	Live	Dressed
Spring broilers (1½ lbs. and over)	0 40—0 45	0 55—0 65
Old fowl, lb.	0 18—0 2.	0 22—0 24
Chickens	0 18—0 20	0 25—0 27
Milk-fed	0 17—0 20	0 25—0 26

HONEY.—No change either in price or condition is to be noted. Trade is buying in ordinary quantities.

Honey—		
Buckwheat, bbls., per lb.	0 07¼	0 07¾
Buckwheat, tins, per lb.	0 07¾	0 08¼
Clover, 50 lb. tins, per lb.	0 13½	0 13¾
Clover, 10 lb. tins, per lb.	0 14	0 14¼
Clover, 5 lb. tins, per lb.	0 14	14¼
Comb, No. 1, doz.	2 50	3 00
Comb, No. 2, doz.	2 00	2 40

ADVERTISING NOW MORE TRUTHFUL

(Continued from page 18.)

merce and agriculture in bringing the farming and business interests closer together. At a recent meeting a committee was appointed to investigate the Manitoba market for produce.

The merchants of Winnipeg are working hard to make the Manitoba Retail Merchants' convention the best ever held in Western Canada. It is expected that the country merchants will do their part by coming to the city in large numbers on June 6, 7 and 8.

At the annual meeting, C. F. Rannard presented a magnificent trophy to the rink of retailers who won in the competion last winter between wholesalers and retailers. N. P. Greer, representing the wholesalers, presented four fine sweaters to the winners and four large thermos bottles to the rink taking second place.

The rinks were: First place—Mr. Poitras, manager Hudson Bay Grocery Department; J. Campbell, of Treleaven & Campbell, grocers; W. Matthews, of Birks, and J. H. Curle, secretary, R.M. Association.

Second place—John Patterson, grocer; W. G. White, of White & Manahan; Chas. Wellband, of Wellband & Robertson; and Alex. Douglass, grocer.

HOW HAMS HAVE ADVANCED

(Continued from page 40.)

figured upon what he has done formerly. That is to say his price to the consumer should not be perennially the same. It should be adjusted according to price conditions from wholesaler to retailer. The foregoing figures prove that the percentages will be nearly cut in half were the retailer to-day to sell at the same number of cents advance on invoice cost as a few years ago.

Some retailers make the statement that to-day there is not very much profit in selling meats. There obviously is no profit in selling meat, taking into consideration the different existing conditions in the wholesale market, if the retailer does not alter his conditions too. It stands to reason that if the buying price has altered the selling price must alter proportionately. But if the retailer is wise in his day and generation and figures on the enhanced price he is paying, not only so far as actual cents are concerned but also as far as percentages are concerned, he will have no difficulty whatever in making meat a profitable and paying line.

The Gradual Rise

Remember that population in Canada has increased materially during the last few years. Remember, therefore, that demand for provisions has increased during the last few years. Remember that hog raising has not increased to anything like the same extent. This is abundantly proven by the accompanying diagram. It will be noticed that prices are in some cases low. For instance, take 1911. Price of light hams in this year was 15½c. The year before it was 18c. The reason evidently why hogs were low in 1911 was, that, after there had been a period of high prices in 1910, farmers went in for hog raising to a large extent. This then sent the price down to 15½c in 1911. But by the next year, 1912, there was apparently a cessation in hog raising and prices were again on the upward path. By 1913 they got to 20c. Whenever hog prices are high it seems that farmers rush in and start raising them on a wholesale scale. Naturally they get low in price, owing to the abundance. Immediately farmers drop off raising them and the price goes up again.

But to revert to the conclusions to be drawn from the diagram, the retailer would do well to study this table and see the trend of prices during the last few years. He will do well, then, if he has the figures at hand, to find out at what price he was selling his hams during these years. He will then be able to take mental stock and find whether he has been selling hams advantageously and profitably or not. If not he will know the reason and be able to alter his course in the future. He will find selling meats profitable line if only he adjusts his price according to wholesale price.

FRUIT AND VEGETABLES

(Continued from page 36)

Rhubarb, doz.	0 30	0 35
Spinach, hamper	1 00	1 35
Tomatoes, crate	5 00	5 50
Turnips, bag	0 25	0 30

WINNIPEG

FRUIT AND VEGETABLES.—New arrivals on the market this week include Texas onions, which opened at $2.75 per crate; pineapples at $4 per case, and new potatoes at 6c per lb. Cherries in cases of 9 lbs. declines to $3. Strawberries are a little firmer; $4.50 was asked last week for cases of 24 quarts, but the price will no doubt be down to $4 this week. Navel oranges are off the market, and are replaced by Valencias at $3.50-4.50 per case. Rhubarb declined to $1 per case. Asparagus is now being sold on a basis of $1.25 per dozen, and is coming from Minnesota. California head lettuce is down to $4 per case.

Here are the Prize Winners in LEVER BROTHERS Grand Window Dressing Contest



For Montreal City Division

Grand First Prize—$35 cash, Wm. Biltcliffe, 350 Victoria Avenue, Westmount.
Grand Second Prize—$20 cash, W. R. Hadley, 293 Magdalen St.
Grand Third Prize—$10 cash, J. E. Parent, 113 Rue Ethel, Verdun.

Consolation Prize—$5 cash, J. A. Dionne, 118 Congregation St.
Consolation Prize—$5 cash, Murphy & Riordan, 871 St. Catherine West.
Consolation Prize—$5 cash, J. A. Debieu, 112 Park Avenue.
Consolation Prize—$5 cash, Geo. V. Kneen, 515 St. Catherine St., Maisonneuve.
Consolation Prize—$5 cash, L. O. D'Argencourt, 379 St. Denis St.

Our special thanks are due the Montreal trade for their liberal co-operation in our Window Dressing Contest, and we can assure the "losers" that the judges had a very hard time indeed, in selecting the winners. The judges were, of course, absolutely impartial, and worked from numbered photographs, so absolute merit was their only criterion.

Sunlight Soap, Lux, Lifebuoy, Panshine, Toilet Soaps—well advertised trade-winners for every grocer who displays them.

LEVER BROTHERS, LIMITED, TORONTO

Minto quality gets the trade and holds it, too.

MINTO TEA has never yet disappointed either dealer or customer. This pure Ceylon is blended with the greatest care, and the utmost skill, producing a quality tea that captivates the taste of the most particular tea drinker.

We do not carry on any costly consumer advertising, therefore there is no forced demand for **MINTO TEA**. Instead of spending large sums in "puffing" the demand we are enclosing in each package the amount of money it would cost to advertise it—a novel idea that has made quite a hit with the public.

Every package of **MINTO** sold is a tribute to its incomparable quality, and first sales are only the beginning of continuous demand.

Prove for yourself that superior quality is more productive of results than any amount of consumer advertising. Make a **MINTO** display to-day and watch results.

Minto Bros.

284 Church St. TORONTO

Sterling BRAND

Summer sellers are always worth featuring

When the thermometer is climbing is the ideal time to keep Lytle's "Sterling" Summer Specialties to the forefront of your windows and counter displays.

The following lines are all reliable hot weather sellers, and leave you a good margin of profit.

Raspberry Vinegar, Orangeade, Lemon Sour,

Fruit Syrup, every flavor, cherry, raspberry, pineapple, etc.

Unfermented Wine.

Every "Sterling" product possesses a distinctive deliciousness that is only obtained by using the utmost care in the selecting and processing of highest quality ingredients. You can confidently "bank on" every Sterling line to give your customer that complete satisfaction that means not only repeat orders, but an extension of her patronage along other lines.

Connect up with these business-building lines to-day. Your Summer turnover will be materially increased if you feature the popular-priced "Sterling" lines.

Drop a card for full particulars.

T. A. LYTLE CO.

LIMITED

STERLING ROAD - - TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	$ 0 45
4 oz. Tins, 4 doz to case, weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

DOMINION CANNERS, LTD.

JAMS

"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.

	Screw Top Glass Jars 16 oz. glass 2 doz.case Per Doz.
Apricot	$ 2 40
Assorted	2 30
Blackberry	2 35
Blueberry	2 35
Currant Red	2 30
Currant Black	2 35
Cherry	2 30
Gooseberry	2 20
Plum	2 20
Plum Green Gage	2 30
Pear	2 20
Peach	2 20
Raspberry, Red	2 35
Raspberry, Black	2 35
Rasp. and Red Currant	2 30
Rasp. and Gooseberry	2 30
Strawberry	2 40

CATSUPS

In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS WITH PORK.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05

Family, Plain, $1.20 doz.; Family, Tomato Sauce, $1.30 doz.; Family, Chili Sauce, $1.30 doz.; 3's, Plain, Flats, Aylmer only, $1.40 doz.; 3's, Tomato Sauce, Flats, Aylmer only, $1.50 doz.; 2's, Chili Sauce, Flats, Aylmer only, $1.50 doz.; 2½'s, Plain, $1.45 doz.; 3's, Plain, Tall, $1.60 doz.; 3's, Tomato Sauce, $1.75 doz.; 3's, Chili Sauce, $1.75 doz. The above 2 doz. to case. 10's, ½ doz. per case, for hotel and restaurant use (gals.). $5.25 doz.

Terms net—no discount.

Prices subject to change without notice. This cancels all previous lists.

Freight prepaid on 10 case lots to Windsor, Montreal, North Bay, Sudbury and intervening points. To all other points 25c per cwt., freight allowance.

"AYLMER" PURE ORANGE MARMALADE

	Per Doz.
10½ oz. Gross Jars	$ 0 75
Tumblers, Vacuum Top, 2 doz. in case	1 15
12 oz. Glass, Screw Top, 2 doz. in case	1 40
14 oz. Glass, Screw Top, 2 doz. in case	1 60
16 oz. Glass, Screw Top, 2 doz. in case	1 90
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	1 95
2's Glass, Vacuum Top	3 10
2's Tin, 2 doz. per case	2 75
4's Tin, 12 pails in crate, per pail	0 50
5's Tin, 8 pails in crate, per pail	0 61
7's Tin or Wood, 6 pails in crate	0 79
14's Tin or Wood, 4 pails in crate, per lb.	0 11
30's Tin or Wood, one pail only, per lb.	0 11

BLUE

Keen's Oxford, per lb.	....
In 10-lb. lots or case	....

CEREALS

WHITE SWAN	Per case
Pancake Flour (Self-rising), 2 doz. to case, weight 50 lbs.	$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
Health Flour, 5 lb. bags, per doz.	2 40
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60



THE demand for Gold Soap has far exceeded our expectations. Wherever introduced, it has taken hold instantly. Grocers have had only to show it to sell it.

Compare the size of Gold with other laundry soaps and you will see why it catches the eye. Try it in your home and you will see why those who buy one cake continue to buy it regularly.

Even as to so commonplace a thing as laundry soap it means something for a grocer to be able to say that he is selling the biggest and best piece of goods to be had.

The Procter & Gamble Distributing Co.
of Canada, Ltd.
Hamilton, Canada

Send for Gold Soap advertising matter for use in your store.

You save 10 cents a box in buying assorted 10 box lots of the following: Ivory Soap, Gold Soap, P. AND G.—The White Naphtha Soap, Pearline and Sopade. For a well-rounded line you need them all.

Western Canada Manufacturers' Agents and Wholesale Grocery Brokers

W. H. Escott Co., Ltd.

SASKATOON

(J. L. Forest, Manager)

Branches at

REGINA, CALGARY and EDMONTON

Head Office: Winnipeg



The Elgin Guarantee

We guarantee the ELGIN NATIONAL COFFEE MILL to steel-cut coffee faster than any other coffee mill of corresponding size.

Furthermore, their lifetime durability and the perfection of the work they do are good reasons why you should install one of the Elgin Mills.

First cost is the only cost. Even in this there is a saving over the price of many other makes.

Before deciding what coffee mill you will install, get the Elgin booklet No. 24-C.

You will find a size and style for your store.

Woodruff & Edwards Co., Elgin, Ill. U.S.A.

A condensed ad. in this paper will bring results from all parts of Canada : : : :

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz...	4 50
Perfection, ½-lb. tins, doz...	2 40
Perfection, ¼-lb. tins, doz..	1 25
Perfection, 10c size, doz....	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
Special quotations for Cocoa in barrels, kegs, etc.	
(Unsweetened Chocolate)	
Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 5's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 33
Chocolate wafers, No. 2, 5 lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 36
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes....	0 39
Lunch bars, 5-lb. boxes.....	0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 90
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

5 Box lots and upward—Freight prepaid up to 50 cents. Any excess will be charged on invoice.	Per case
Eagle Brand, each 48 cans..	$6 95
Reindeer Brand, each 48 cans	6 70
Silver Cow, each 48 cans...	6 15
Gold Seal, Purity, each 48 cans	6 00
Mayflower Brand, each 48 cans	6 00
Challenge, Clover Brand, each 48 cans	5 50

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 60
Jersey Brand, Hotel, each 24 cans	4 60
Peerless Brand, Hotel, each 24 cans	4 60
St. Charles Brand, Tall, each 48 cans	4 70
Jersey Brand, Tall, each, 48 cans	4 70
Peerless Brand, Tall, each, 48 cans	4 70
St. Charles Brand, Family, each, 48 cans	4 10
Jersey Brand, Family, each, 48 cans	4 10
Peerless Brand, Family, each 48 cans	4 10
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each, 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans..	4 50
COCOA, Reindeer Brand, each 24 cans	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs....	0 36
1 lb. round tins, 4 doz. to case, weight 70 lbs.....	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb...	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

STRAWBERRIES

Fancy Varieties

From Kentucky and Virginia arriving daily.

Full quart boxes.

PINEAPPLES

now at their best.

Florida Tomatoes
Bananas
Oranges and Lemons

The House of Quality

HUGH WALKER & SON

GUELPH - ONTARIO

Cuban Pines

For Preserving Season now at its best.

Headquarters for

Strawberries

Fresh cars daily.

New Cabbage, Carrots, Beets, Tomatoes, Asparagus, Lemons, Valencia Oranges.

WHITE & CO., LIMITED

Wholesalers of Fancy Fruits and Vegetables And Wholesale Fish Dealers

TORONTO

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:
(payable in advance)

2c per word, first insertion.
1c per word, subsequent insertions.
5c extra per insertion when replies are to be addressed c|o Canadian Grocer.

No Other Paper Reaches All These Men.

In Selling a Business?
In Buying a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second - hand Fixtures?

Then you should use **Canadian Grocer's Classified Ad. Columns.**

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer

Canadian Grocer

143-153 University Ave., Toronto

Fruits
Bananas
Lemons
Oranges
and also
All Early Vegetables

Lemon Bros.

OWEN SOUND, ONT.

Keep Your mind active

It's **unthinking moments** that allow merit and value to pass unnoticed—when you fail to mention

"St. Nicholas"

when ordering your Lemons—Oh! by all means keep your mind active and specify "St. Nicholas" in all your orders for Extra Fancy Lemons.

It will pay us both.

J. J. McCabe

Agent

TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

A WINNING COMBINATION

Arthur Stringer's latest success, "The Anatomy of Love," scheduled to first appear in the June issue of MacLean's, and Arthur MacFarlane's newest mystery story, "Behind the Bolted Door," supply a winning combination for our representatives to "roll up" a big **bonus** and commissions during the next few weeks.

These two splendid stories will appear in MacLean's first—probably in book form later. These are but two of the many fine features that go to make up entertainment for our readers. This means that **hundreds of people** will subscribe to MacLean's during the next few weeks. There are dozens of subscriptions to be had in your district. Let us tell you how to secure them and how to become an authorized representative.

To take care of the increased demand for MacLean's we must have at once an active representative in every district in Canada. To those **who can qualify,** big money will be paid. The work is light and pleasant —your spare time is all that's needed for a start. It interferes in no way with your regular duties; in fact, the more you work our plan the greater your efficiency in your regular work will be noted.

If the extra $5.00 or $10.00 a week in exchange for your spare time means **anything to you,** write us today for full particulars. No obligation, you know—simply say, "Send me all particulars concerning your money-making plan."

The MacLean Publishing Co., Ltd.

TORONTO, CANADA

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz. .....$ 0 90

List Price

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO

SPICES	5c Round litbo. dredge. Per doz.	10c Oval 11th. dredge. 2½ oz. Per doz.
Allspice	$0 45	$0 90
Arrowroot, 4 oz. tins, 85c	....	....
Cayenne	0 45	0 90
Celery salt	....	....
Celery pepper	....	....
Cinnamon	0 45	0 90
" whole, 5c. pkgs., window front, 45c	....	....
Cloves	0 45	0 90
Cloves, whole, 5c. pkgs., window front, 45c	....	....
Curry powder	....	....
Ginger	0 45	0 90
Mace	1 25	....
Nutmegs	0 45	0 90
Nutmegs, whole, 5c pkgs., window front, 45c.	....	....
Paprika	0 45	....
Pepper, black	0 45	0 90
Pepper, white	0 50	0 95
Pastry spice	0 45	0 90
Pickling spice, window front, 90c	....	....
Dozens to case	4	4
Shipping weight per case	10 lbs.	15 lbs.

We pay freight on 5 cases or orders weighing 250 lbs.

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches— Boxes	Cents
40 lbs., Canada Laundry	.06¼
40 lbs., Canada White Gloss, 1 lb. pkg.	.06¾
48 lbs., No. 1 White or Blue Starch, 3 lb. cartons	7¼
100 lbs. kegs No. 1 White	.06¾
200 lbs., bbls., No. 1 White	.06¾
30 lbs., Edwardsburg Silver Gloss, 1 lb. chromo pkgs.	.07¾
48 lbs., Silver Gloss, in 6 lb. tin canisters	.08¼
36 lbs., Silver Gloss, in 6 lb. draw lid boxes	.08¼
100 lbs., kegs Silver Gloss, large crystals	.07¼
28 lbs., Benson's Satin, 1 lb. cartons, chromo label	.07½
40 lbs., Benson's Enamel, (cold water), per case	3 00
20 lbs. Casco Refined Potato Flour, 1 lb. pkgs	12½
Celluloid	
Boxes containing 45 cartons, per case	3 60
Culinary Starch	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared Corn	.07¾
40 lbs., Canada Pure Corn	.06½

(20 lb. boxes ¼c higher)

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06¾
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.07¼
Barrels, 200 lbs.	.06¾
Kegs, 100 lbs.	.06¾
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs.	.07¾
8 in case	.08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks. 8 in case	.08¼
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes, containing 40 fancy pkgs., per case	3 00
Celluloid Starches—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.06½
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07¾
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs. (20-lb. boxes ¼c higher than 40's)	.07¾

COW BRAND BAKING SODA

In boxes only.

Packed as follows:

5c packages (96)	$ 3 20
1 lb. packages (60)	3 20
½ lb. packages (120)	3 40
½ lb. 60 / 1 lb. 30 } Packages Mixed	3 30

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars—3 lbs., 1 doz. in case	$ 2 80
2 lb. tins, 2 doz. in case	2 75
5 lb. tins, 1 doz. in case	3 15
10 lb. tins, ½ doz. in case	3 05
20 lb. tins, ¼ doz. in case	3 00
(5, 10 and 20 lb. tins have wire handles.)	
Barrels, about 700 lbs.	.04
Half bbls., about 350 lbs.	.04¼
Quarter bbls., about 175 lbs.	.04½
2 Gal. wooden pails, 25 lbs. each	1 50
3 Gal. Wooden Pails, 38½ lbs., each	2 10
5 gal. wooden pail, 65 lbs. each	3 35

LILY WHITE CORN SYRUP

2 lb. tins, 2 doz. in case	$ 3 25
5 lb. tins, 1 doz. in case	3 65
10 lb. tins, ½ doz. in case	3 55
20 lb. tins, ¼ doz. in case	3 50
(5, 10 and 20-lb. tins have wire handles.)	

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case	3 60
Barrels	0 04¾
½ barrels	0 05

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case	$4 05
5 lb. tins, 1 doz. in case	4 75
10 lb. tins, ½ doz. in case	4 45
20 lb. tins, ¼ doz. in case	4 35

Delivered in Winnipeg in carload lots.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size	Mam.	Large	Med.
2½ Can	$ 4.75	$ 3.75	$2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can	14.00	12.00	9.00

YUBA BRAND

2½ Can	$3.00	$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Picnic Can		.90

All prices per dozen—F.O.B. Jobbing Points

SELL 'EM



—and they will always come back for more

The DEL MONTE brand is a complete line of superior flavor and quality canned fruits, vegetables and dried fruits—ripened in the glorious sunshine of California and packed by the largest canners of fruits and vegetables in the world.

Winners of the only GRAND PRIZE for canned fruits at both California Expositions.

Del Monte

CANNED FRUITS AND VEGETABLES

PACKED WHERE THEY RIPEN--THE DAY THEY'RE PICKED

CALIFORNIA FRUIT CANNERS ASSOCIATION

SAN FRANCISCO

"Without exception the ablest book ever published on the subject of Coffee."—Mexican Investor.

New and Illustrated Edition

Coffee; Its History, Classification and Description

By JOSEPH M. WALSH

A book of useful and accurate information, and everything pertaining to Coffee, being, at the same time, the fullest and most complete work of the kind ever published. It should be in the hands of every grocer and dealer.

CONTENTS: Early History and Introduction, Geographical Distribution; Botanical Characteristics and Form; Cultivation and Preparation; Commercial Classification and Description; Roasting, Glazing and Grinding; Adulteration and Detection; Chemical, Medical and Dietical Properties; Art of Blending and Preparing; World's Production and Consumption.

12mo. **Cloth Extra, Net, $2.00** **By Mail, $2.10**

"A marvelous work, great in conception and great in execution."—*Texas Grocers' Review.*

"The most exhaustive, interesting and instructive work ever published on Coffee."—*Brooklyn Grocers' Gazette.*

"An interesting and instructive work, of the greatest value to every Coffee roaster and dealer in general."—*Trade Magazine.*

"An attractive volume of useful material to the Coffee trade, clear, concise and comprehensive."—*Philadelphia Ledger.*

"We cordially recommend the work to all interested in this indispensable product. Every dealer in Coffee should possess a copy of this valuable book.—*Grocers' Criterion.*

"The work is of exceptional interest and instruction, being attractively written and richly illustrated, and should be read by all who deal in or use Coffee."—*Indianapolis Trade Journal.*

"The work contains a vast amount of valuable information, condensed into a small compass, and is simply invaluable to the planter, dealer and consumer alike."—*Mexico Two Republics.*

"The author, Mr. Joseph M. Walsh, is, without doubt, *the greatest authority in America upon the subjects of Tea and Coffee.* The book before us is a repetition of his former achievement on Tea, which required several editions to supply the trade demand."—*Maritime Grocer.*

"An excellent and exhaustive work, containing a complete history as well as all necessary information on the cultivation and preparation of the Coffee berry. The volume will be found especially useful to the growers of this valuable plant on the Central and South American Coasts."—*Panama Star and Herald.*

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada

If Spare Time Means Dollars to You

If an extra $5.00 or $10.00 a week interests you and you have two or three hours a day that you can spare, let us tell you how that much time can be turned into money. The more time you have the better the pay. We'll buy all you have and pay cash for it.

We need bright, active, hustling young men as district representatives. We will within the next month make hundreds of appointments—why not write at once and **secure** your district. If you are looking for an increase in wages, to take care of your many extra summer needs—our plan provides the money for them without interfering in the least with your regular duties.

We need a man in your home town to represent us, and for that **service,** his earnings will be liberal. That, we will tell you all about when you write us.

Do so to-day—next week every minute of your spare time will count for you in cash.

Address

THE MACLEAN PUBLISHING CO.

Dept. C. G. TORONTO - CANADA

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

WANTED — INFORMATION REGARDING good grocery or meat market for sale. Send particulars. R. G. List, Minneapolis, Minn.

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c/o Canadian Grocer, University Avenue, Toronto.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

WANTED — MEN. ARE YOU CAPABLE OF organizing and controlling a subscription sales force? If you are, you are the man we want to get in touch with. We have a plan that will make you "real money." Part or whole time accepted. Drop us a card for full particulars. The MacLean Publishing Co., 143-153 University Ave., Dept. F, Toronto, Ont.

FOR SALE

FOR SALE — GENERAL STORE, STOCK about $15,000, turnover $40,000. Everything in first-class condition. Owner selling on account of poor health. For particulars address Box 44, Alderson, Alberta.

When writing advertiser kindly mention that you saw his ad. in this paper.

TANGLEFOOT

The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

OAKEY'S KNIFE WELLINGTON POLISH



JOHN OAKEY & SONS, LIMITED, LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

FEATURE FOR THE TRENCHES

G. Washington's Refined Coffee

Canadian Sales Agents:

Edmund Littler, 169 William St., Montreal, P.Q.

W. Geo. Varty, 29 Melinda St., Toronto, Ont.

W. G. Kyle, 261 Stanley St., Winnipeg, Man.

E. J. Roberts, 215 10th Ave. West, Calgary, Alta.

Toronto Butchers' Supply Co.
LIMITED

Cleaners, Importers, and Exporters of Sausage Casings. Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.

49 DUNDAS STREET, - - TORONTO

EGG FILLERS

Our capacity is three times the total Filler requirements of Canada
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LIMITED
TRENTON, ONTARIO, CANADA

ASSIGNEES AGENTS LIMITED

154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS

Book-debts are moneys in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

CHIVER'S
JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

This space $1.00 per insertion on yearly order.

HAVE YOU INVESTIGATED THESE BROOMS?

Only the best American corn is used in the manufacture of our brooms. We have a proposition which means money to the dealer. Don't wait any longer—write us to-day. Better Brooms for Less Money.

AMERICAN BROOM WORKS, St. Bazile de Portneuf, P.Q. 309 King St. West, Toronto
167 Commissioners St., Montreal

Held Down and Back by His Business

Many a retailer shrinks up as the years pass—becomes narrowed in vision and more petty in spirit. This, by sticking too closely to his own business, by refusing to give time to interests outside him, but related to his affairs. In the pursuit of dollars, his power to earn dollars grows less.

Does this describe you? We sincerely hope not, but if perchance it does, then we have a remedy to propose: it is that you should take a deeper interest in the Nation's Business—not by actual participation in politics, but by keeping yourself well informed concerning the big subject of Canada's development in matters pertaining to its finances and business administration. A little reading each week of The Financial Post will lift you out of the rut of your own groove, will liberate your mind from the narrowing influences of constant pre-occupation with the affairs of your own business, and will enable you to see Canada and its progress as your banker sees it—as the magnates see it.

Clearly, if you acquire the ability and habit of seeing this larger world of which your business is but a small fractional part, as the great money-makers see it, you will be able to conduct your own business better and make it yield you more. This is why we urge you to become a reader of The Financial Post—and the reason is sound. Then sign the form below and forward—thus showing that you have the will to shake off the fetters of narrowness which your own business may be forging about you each year.

More particularly: The Financial Post will help to give you that most necessary factor, a Business Education. Consider the value to your business and to yourself of a thorough and up-to-the-minute knowledge of the Business Outlook. It would certainly help you to know at almost any time whether to be preparing for good times and bigger business or whether a depression seems likely. And a close knowledge of money conditions should help you with your banker and save you money in discount on your cheques and drafts.

THE FINANCIAL POST OF CANADA

143 University Avenue ∴ TORONTO

.....1916

THE FINANCIAL POST OF CANADA,
143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. I will remit $3 00 to pay for my subscription on receipt of bill.

Name .....

Address .....

.....

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A Page Full of Refreshments or Your Summer Trade

You will find on this page a full assortment of soft liquors for your customers. Every one a cooling, restful and thirst-quenching drink. We suggest that you make your selection now and send us a small trial order. Why not a dozen of each of the following?:

"LA SAVOUREUSE" Vichy Lemonade

cases of 50 cork qrts., case of 100 crown pts.

A big seller. The Aristocrat of imported summer drinks

"DUFFY'S" Sparkling Apple Juice

Qrts. 12s to case, pts. 24 to case, splits 60s to case

Your customers will appreciate the suggestion of this healthy beverage.

"TRAYDER" BELFAST GINGER ALE

cases of 72s cork or crown pts. and 72s crown splits

Better than others, cost less. Every drop a gingery joy-giver

"TRAYDER" CLUB SODA

pts. or splits 72s to cs.

The best for mixing drinks

"TRAYDER" COLA TONIC

pts. or splits 72s to cs.

Something different and pleasing

"TOURNEL & FLEURY" SYRUP of FRENCH GRENADINE

12 qrts. to case. 24 pts. to case

Splendid for mixing with the Club Soda. Offer one, then the other; you will sell both.

"RED STAR" Domestic Sparkling Cider

(Non-alcoholic) 18 pts to case

Excellent and the right suggestion for children's parties.

ORANGEADES RASPBERRY VINEGARS GRAPE JUICE LIME JUICE

We have them all in stock

The imported lines as you know are hard to get and prices will rule higher on account of the limited supply.

We advise a prompt purchase.

Laporte, Martin, Limitée

Wholesale Grocers

584 St. Paul Street West MONTREAL

Agnes C. Laut

In "Give America the Whole Truth," startles us with revelation after revelation of Germany's dirty work in the United States and Mexico—to breed strife, make America her vassal, gain a friend at the peace conference, inspire and muzzle the public press, interfere with the manufacture of munitions, and in other ways make America her dupe and fool. Miss Laut writes out of inside knowledge. She amazes us with her access to hidden things. "Give the facts to the public," she concludes, "the American voter will do the rest."

Miss Laut is a Canadian living in New York. Her genius, her vivid, virile style, her intimate acquaintance with those in high places, her mental breadth—these and other qualifications make publishers everywhere keen for her work. It is a veritable triumph for MACLEAN'S to have secured the series of war articles which she is now contributing to this magazine.

Arthur Stringer

Begins in the June number a humorous, whimsical and wholesome romance, "The Anatomy of Love." Never has this versatile Canadian excelled this new story of his. MACLEAN'S is fortunate in securing the first rights to this superlatively good story for Canadians.

Have regard also for these other distinguished Canadian writers whose work appears in the June MACLEAN'S.

Arthur E. McFarlane

contributes a mystifying detective story, "Behind the Bolted Door?"—the best detective story since Sherlock Holmes.

Robt. W. Service

provides two poems written at the front — "The Odyssey of 'Erbert 'Iggins" and "The Convalescent."

Alan Sullivan

supplies a timely sketch, "The Romance of Cobalt" —a sketch of the camp, past, present and future.

MACLEAN'S

MAGAZINE is getting the best Canadian writers to put their best work into articles and stories of particular Canadian interest. This is a deliberate policy on the part of MACLEAN'S publishers. Other Canadian writers of note whose work appears in MacLean's are:

Stephen Leacock **Nellie McClung** **Arnot Craick**
L. M. Montgomery **H. F. Gadsby** **Robert E. Pinkerton**

Not the least appreciated feature of MACLEAN'S is its popular Review of Reviews Department, which condenses for busy readers the cream of the world's best periodical literature.

MACLEAN'S MAGAZINE maintains a clean and wholesome tone. Its advertising pages are censored to exclude all objectionable advertising. MACLEAN'S can be taken into your home without any hesitancy, to be read by any member of your family.

JUNE NUMBER AT ALL NEWS STANDS 15c





The selling value of a good seal

People nowadays are rather particular about the freshness and good quality of every line of food-stuffs. Particularly is this true as regards bottled goods, and the amount of importance attaching to the seal can hardly be overestimated.

ANCHOR CAPS

have everywhere demonstrated their selling value—their positive assurance of fresh contents is only equalled by the additional attractiveness they give a line of bottled goods. The old-fashioned, insecure and unsightly seal is anything but a selling help in a bottled goods display, and then there is always the risk of loss through spoilation or spilling—a fruitful source of lost profit entirely eliminated by Anchor Caps.

Prove for your own satisfaction the remarkable selling value of these attractive and reliable seals. Get up a display of bottled goods with Anchor Caps and take note of the result.

Your wholesaler can supply them on any line you require.





Anchor Cap & Closure Corporation of Canada
LIMITED

Sudbury St. West, Foot of Dovercourt Road TORONTO, CANADA

PIANO GLOSS FURNITURE POLISH

WOMEN have been known to buy piano polishes which were splendid cleansers, but which spoiled the piano—took the varnish off. That was the alcohol in the polish.

THERE is no gum, rosin, acids, or alcohol in PRESTOLENE. It will not cut or soften varnish, but gives a glistening plush-like surface. Although made expressly for pianos, it is vastly superior to other polishes as a renovator of furniture and polished surfaces, such as automobiles, buggies, hardwood floors, woodwork, etc.

Put it on your counter. Your customers will ask for it.

W. G. EDWARDS CO., LIMITED
BRIDGEBURG, ONTARIO

Western Distributors: W. H. ESCOTT CO., LTD., Manufacturers Agents and Grocery Brokers
Winnipeg Regina Calgary Saskatoon Edmonton



YOUR first FIVE ROSES sale yields a *double* profit: immediate good-will and increased turnover to come. The stimulus to turnover (without which there is no money in flour), comes from certain satisfaction. But it also comes more particularly from *increased consumption*. Simply because more flour is used when it is used *successfully*. Because more flour is sold where FIVE ROSES is sold, may we urge you to sell

Five Roses*
FLOUR for Breads-Cakes Puddings-Pastries

To handle FIVE ROSES is to appropriate to your own direct advantage the tremendous selling force inherent in the brand as well as the intelligent selling energy behind it.

The FIVE ROSES promotion that is gradually penetrating into even the most remote places is having a daily effect in every Canadian store. The consumer is not only being induced to specify this brand, but is readier to accept it when offered.

Every day some retailer somewhere is selling a housewife her first bag of FIVE ROSES. He is building more solid than he thinks.



Ask your Jobber or Nearest Office

LAKE OF THE WOODS MILLING CO., LIMITED

"The House of Character"

MONTREAL **WINNIPEG**

Toronto Ottawa London Sudbury
Quebec St. John, N.B. Calgary Keewatin
Fort William Medicine Hat Vancouver
Portage la Prairie

*Guaranteed NOT BLEACHED—NOT BLENDED.

In This Issue—Majority Favor Weekly Half Holiday

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, JUNE 9th, 1916 No. 23

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

EDDY

ESTABLISHED A.D. 1851.

THE MATCHMAKER

Offers six strong arguments in favor of INDURATED FIBREWARE
For Household Utensils



MILK PAIL





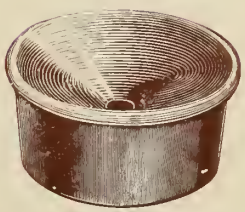
STAR PAIL



FLOWER POTS—2 Sizes



WASH TUBS—4 Sizes



SPITTOONS—3 Sizes

BETTER THAN ZINC, IRON OR WOOD

CANNOT RUST, WILL NOT SPLINTER, FALL APART, OR BECOME WATERSOAKED

Phone our Toronto Branch at 75 WELLINGTON STREET, WEST, or Write Direct to HULL, P. Q., for Prices, Etc.



Where One Goes the Other Follows

Customers who buy KNOX SPARKLING GELATINE (No. 1 package) will also buy KNOX ACIDULATED GELATINE (No. 3 package) if you'll tell them the No. 3 package contains an envelope of lemon flavor which saves the bother of using lemons.

It's easy for you and your clerks to get both kinds into an order. Either package of KNOX GELATINE is a big value for the consumer because it makes four pints of delicious jelly, and a good sale for the grocer because it pays a splendid profit.

Push KNOX GELATINE and tell your clerks to do so.

"Make KNOX Your Gelatine Leader."

CHARLES B. KNOX CO., INC., Johnstown, N.Y.

Branch Factory: Montreal, Canada



ORLANDO

(INVINCIBLE)

Mr. Grocer:

We would respectfully call your attention to our ORLANDO Cigar in the above cut. If you have not already added this cigar to your other lines, we would respectfully request that you give it a trial.

We are also still producing the WEBSTER CLEAR HAVANA CIGAR (in ten sizes), and can assure you that they are being kept up to their well-known quality of excellence. If you cannot get these goods from your regular jobber, write us direct.

W. R. WEBSTER & COMPANY, LIMITED

SHERBROOKE, CANADA



Borden's Milk Products

for all outdoor folk

For the Camper, the Cottager, the Picnicker, on that weekly canoe or fishing trip, Borden's Milk Products are just the thing. They are absolutely pure and deliciously palatable and can be prepared without the slightest worry or inconvenience.

Don't forget BORDEN'S

Cut this advertisement out, paste it on a piece of cardboard and place it in your window with a representative display of Borden's. Bigger summer sales of these popular milk products will result.

Borden Milk Co., Ltd.
"Leaders of Quality"
MONTREAL

Branch Office: No. 2 Arcade Building
Vancouver, B.C.

A package full of quality

—the superior quality that wins the approval of the most critical tea drinker, the quality that makes steady customers of every first purchaser—that's Minto Quality.

We carry on no consumer advertising of Minto Tea, hence there is no bolstered up demand for this delicious Ceylon product—the big demand for it is a splendid testimony of unequalled superiority.

Included in each package (½ and 1 lb.) is the amount of money it would cost to advertise it to the consumer. Here's an additional talking point for you.

Push Minto Tea. You will find it worth while.

Minto Bros.

284 Church St. TORONTO



FINE GROUND WHOLE GROUND PULVERIZED

YOU CAN SUPPLY YOUR CUSTOMERS WITH **SEAL BRAND COFFEE** FINE GROUND; WHOLE ROASTED; GROUND OR PULVERIZED

½-lb., 1-lb., 2-lb. Tins Only.

CHASE & SANBORN, - MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

All The Rich Flavor



Made in Canada



Of The Concord Grape

LARGE PROFITS

The strength and purity of E. D. Smith Grape Juice make dilution necessary for it to be palatable—*most economical—goes further.*

The Natural Concord Grape flavor is fully conserved by a special process, giving the E.D.S. Grape Juice a delicate flavor that has won favor. A heavy demand is expected, the supply is limited. Place your orders early.

E. D. Smith *and* Son, Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Nicholson & Bain, Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.; B. C. Merchandise Brokerage Co., Vancouver, B.C.

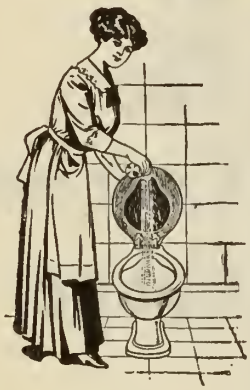
If any advertisement interests you, tear it out now and place with letters to be answered.

Supply The Demand

which advertising in magazines read by many of your customers has created for

Sani-Flush

Cleans Water-Closet Bowls



You will see that housewives are acquainted with its merits when you display it in your store. Women know the drudgery of cleaning toilet bowls—they are glad to find an easy and inexpensive way to do this work. *Sani-Flush* solves a serious problem in the modern home.

You can open a new source of profit by making it accessible to your customers.

Harold F. Ritchie & Co., Limited
10-12-14 McCaul St., Toronto



When Quality and Prices are right big sales are the rule

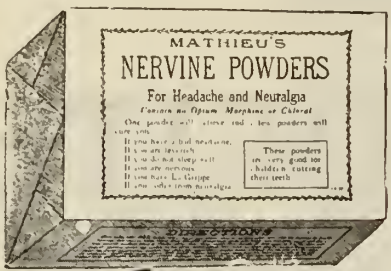
And the fact that the sales of **MALCOLM'S MILK PRODUCTS** are constantly increasing is mighty convincing testimony that these Canadian-made leaders suit the public taste in quality and price.

Here's our offer to you, Mr. Dealer.

Send for a supply of these quick sellers to-day.

The Malcolm Condensing Co.
LIMITED
St. George, Ont.





Somebody is getting this trade

Why not you?

A simple, harmless, but effective remedy for nervous disorders of every description is always in big demand everywhere. There are lots of people coming into your store every day who need just such a remedy as

MATHIEU'S NERVINE POWDERS

A counter display of these dependable nerve "straighteners" will bring this profitable trade your way. The results that Mathieu's Powders produce warrant your recommending them with perfect confidence.

A window or counter display of these famous nerve powders will bring you splendid results. Other dealers are finding it worth while to push this line. So will you. Order a stock to-day.

J. L. Mathieu Co., *Proprietors*
SHERBROOKE, QUE.



"STOP-ON" Shoe Polish

the brilliant waterproof shoe polish that dealers everywhere are finding worth while.



Pure materials manufactured by experts have produced in "Stop-On" a quality shoe polish that is unaffected by rain, snow or frost.

"Stop-On" White

is a liquid white dressing of great permanency, and one which will not rub off.

"Stop-On" polishes are made in black, tan, oxblood and nut brown.

Order a stock to-day.

Strang Brothers, Winnipeg

Selling Power



to a tradesman is one of the most important attributes of the goods he buys.

CLARK'S PORK AND BEANS

have the quality that satisfies, have the name that guarantees and have the popularity which makes sure sales.



ORDER NOW.

W. CLARK, Limited, Montreal

Clark's

If any advertisement interests you, tear it out now and place with letters to be answered.

TEA

Ceylons, Indians, Japans, Chinas, Formosas

AT FIRST-HAND COSTS

Specially selected for the Canadian trade.
Large selection from Stock or Afloat Teas.

IMPORT ORDERS A SPECIALTY.

Write for samples and quotations, or send us your samples to match. We are Tea Experts with over 40 years' successful trading with Canadian Merchants.

John Duncan & Co., Limited

Established 1866 MONTREAL

The touch that adds deliciousness



Not only does **Royal Salad Dressing** add the touch of deliciousness to the customer's salad, but to the dealer who insists on carrying "quality" lines its quick-selling propensities mean a liberal touch of profit.

Your wholesaler can supply you —send for a trial order to-day.

The Horton-Cato Manufacturing Co.
Windsor, Ont.

A condensed ad. in this paper will bring results from all parts of Canada : : : :

BUY

STAR BRAND

"Made in Canada"

Cotton Clothes Lines and Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

If any advertisement interests you, tear it out now and place with letters to be answered.

St. Lawrence Diamond

DIAMOND **Icing** DIAMOND

is the finest Icing Sugar on the market, never cakes, and always gives entire satisfaction to your customers.

TO

SHIPPERS and MANUFACTURERS in CANADA, the UNITED STATES and EUROPE

Dear Sirs:

Owing to ill-health and acting under my physician's advice, I have disposed of my interest in the firm of NICHOLSON & BAIN, and intend to withdraw from active participation in business during the next year. **If, at the end of that time, my health is restored, it is my intention to engage again in the Wholesale Commission and Brokerage Business in the Provinces of Manitoba, Saskatchewan and Alberta,** and I trust that the cordial relations which have existed in the past between the trade and myself will be resumed.

I am,

Yours truly,

E. NICHOLSON.

Winnipeg, Man.,
May 29th, 1916.

Formerly of

NICHOLSON & BAIN

Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

If any advertisement interests you, tear it out now and place with letters to be answered.



Have You Ordered Your Keating's ?

The sales of Keating's Powder in Canada continue to grow steadily. Grocers everywhere report that it is coming into their business as a regular article of trade.

Remember, Keating's Powder is an universal insecticide. It will kill any form of insect life—but Keating's has this unusual property:—It is harmless to animal or human life. It may be used in the pantry, or elsewhere around the house, without fear.

Place your orders early. Keating's Powder comes in sealed and wrapped air-tight tins.

Sole Agents for Canada.

Harold F. Ritchie & Co., Ltd.

10-12-14 McCaul St., Toronto



The World's Best

Of all the pure foods made or sold in Canada, there is none that holds a higher place in the Grocer's esteem than

Windsor Table Salt

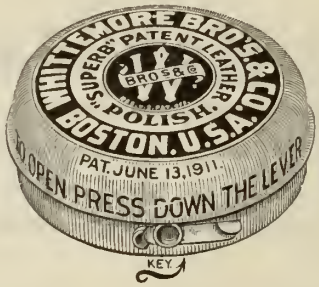
Made in Canada

It has been his standard of purity for years and has always maintained its well-earned reputation as the "Canadian Salt without a fault."

THE CANADIAN SALT CO. LIMITED











Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Black Oil Polish. The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retails 25c.

"QUICK WHITE" (Liquid) makes dirty Canvas shoes clean and white. A sponge in every package, so always ready to use. Retails for 10c. and 25c.

"SUPERB" (a paste) for polishing Patent and Shiny Leather Boots and all Shiny Leather Articles. Cover remover attached to each box. (See cut.) Retails 10c.

"DANDY" RUSSET COMBINATION. For cleaning and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retails 25c. "Star" russet combination (10c size). Russet, Brown and Ox Blood Pastes (5 sizes of each color).

"ELITE" BLACK COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retails 25c. **"BABY ELITE" COMBINATION** (10c size.) **"ELITE" PASTE** in 5 sizes.

"ROYAL GLOSS" self-shining dressing, for ladies' and children's black shoes. (See cut.) Retails for 10c.

Ask Your Jobber's Salesman For *Whittemore's Shoe Polishes*

WHITTEMORE BROS. CORP., BOSTON, MASS., U.S.A.

Be good to your best customers—sell them the high quality

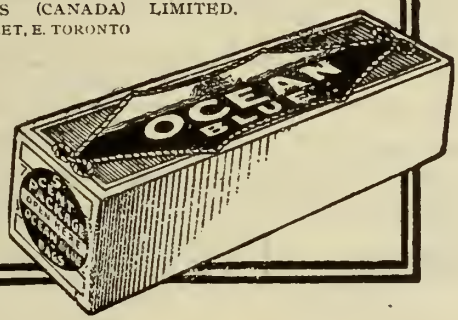
OCEAN BLUE

in 5c. packets. It always satisfies. "It's not so much how much they pay as what they get for what they pay," and Ocean Blue is the best that money can buy.

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED,
33 FRONT STREET, E. TORONTO

Western Agents: For Manitoba, O. F. Lightcap, Winnipeg. For British Columbia and Yukon: Creeden & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street, West, Vancouver







You'll sell more Cow Brand Baking Soda than any other because:

For over seventy years it has been the good housewife's favorite, giving her a satisfactory service not equalled by any other brand on the market.

Church and Dwight
LIMITED
Manufacturers
MONTREAL

We've Waked Up Raisins



We've put life into this department of the grocery business, with the only brand of raisins that has ever been nationally advertised.

SUN-MAID Raisins

Thousands of dollars every month are going into advertising in full pages in The Saturday Evening Post, colored pages in The Ladies' Home Journal, and local newspapers. This is making a demand for this raisin that has never existed before for any raisin.

Take Advantage of This

Make up your mind that the raisin demand is waking up, or you are going to miss a lot of rich business. We have stabilized the raisin market for you by eliminating speculation. Get the full benefit of this national prestige.

Three Varieties

Sun-Maid Raisins come in three varieties: Seeded (seeds extracted), seedless (from seedless grapes), and cluster (on stem, not seeded.)

Get Them From Your Jobber

CALIFORNIA ASSOCIATED RAISIN CO.
Membership 8000 Growers
FRESNO, CALIFORNIA (250)

If any advertisement interests you, tear it out now and place with letters to be answered.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

ONTARIO

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners and Drug Specialties
12 FRONT STREET EAST TORONTO

Can quote you low prices on evaporated apples and gallon apples, both first-class quality, subject to market changing, ex Toronto.

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

MEN WITH SALES ABILITY.

We have a few desirable openings for men of this type to call on Grocers in connection with Star Egg Carriers and Trays. 63% of the grocers of the country are already using Star Equipment. To men with proven selling ability we can offer an exceedingly interesting proposition.

For particulars, apply

STAR EGG CARRIER & TRAY MFG. COMPANY
1113 JAY STREET ROCHESTER, N.Y.

Mann, Laurie & Co.
78 King St., London, Ont.
Quality provisions and produce.
Write or phone.

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

WESTERN PROVINCES

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP.
179 Bannatyne Ave. - Winnipeg, Man.

This space would cost you only $1.00 per issue for one year.

British firm having a large connection among best buyers in Great Britain invites correspondence and offers from

Shippers and Packers of Pork, Frozen and other Meats, Dairy Produce, Canned Goods, etc.

CIF, FOB, and landed terms. Advances against consignments. References exchanged.

WM. THOMAS & CO.
General Provision Commission Merchants and Brokers
29 Tooley Street, London, Eng.
Telegraphic and Cable Address:—Prodairos, Tooley London, A.B.C. Code, 5th Edition.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited

THE H. L. PERRY CO.
214-216 Princess Street, Winnipeg
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.
Correspondence solicited.
"Always on the Job"

MARITIME PROVINCES.

J. N. COCHRAN
Manufacturers' Agent and Grocery Broker
FREDERICTON, N.B.
I have a connection with both wholesale and retail trade throughout the entire Maritime Provinces.

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

The Reputation and Standing of
Walter Baker & Co.'s Cocoa and Chocolate Preparations



Registered Trade-Mark

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

All of our goods sold in Canada are made in Canada.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.



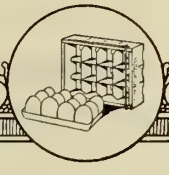
The Star System

For Safe Egg Handling

Just as practical—just as profitable for bicycle as for wagon or auto delivery. There is the same absolute protection—the same Dollar and Cent saving gained through handling eggs in Star Egg Carriers.

Get all the facts about Star Egg Carrier Delivery. Write for our booklet 208.

STAR EGG CARRIER & TRAY M'F'G COMPANY

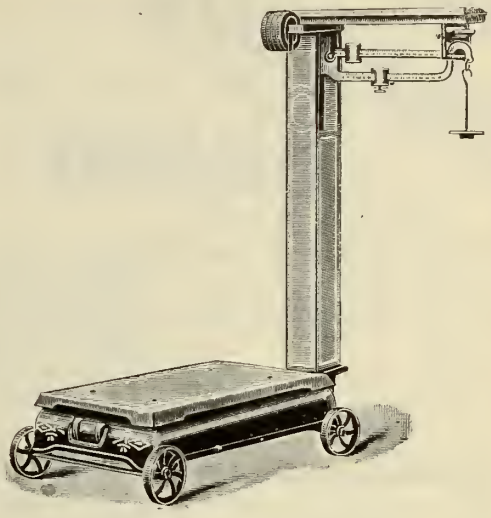


1037 JAY STREET ROCHESTER NEW YORK

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making a hit.



Fairbanks Standard Scales

An ideal scale for the grocer. In fact for general commercial purposes it is unexcelled.

Built to weigh accurately and quickly both large and small parcels; will stand constant use every day of the year and considerable rough treatment.

Satisfy your customers by using a *Fairbanks Scale.* It has a world-wide reputation for honesty and a square deal.

Write our nearest branch for catalogue.

The Canadian Fairbanks-Morse Co. Limited

St. John, Montreal, Toronto, Winnipeg, Calgary, Vancouver, Quebec, Ottawa, Hamilton, Saskatoon, Edmonton, Victoria

CFM

CANADA'S DEPARTMENTAL HOUSE FOR MECHANICAL GOODS

If any advertisement interests you, tear it out now and place with letters to be answered.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality

—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY

HAMILTON, ONTARIO



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

Satisfy Your Customers and Profits Take Care of Themselves

And the profits have a way of multiplying that is pretty pleasing when your customer sees what sparkling, beautiful jellies they can make with

Shirriff's Jelly Powders

There's a good, round list of choices—that counts—lemon, orange, raspberry, pineapple, strawberry, wild cherry and more besides. Fruit flavors everyone of them, high quality, full and rich.

That is the kind of jelly powders to stir up business with—the kind that makes women proud to see the jellies on their tables.

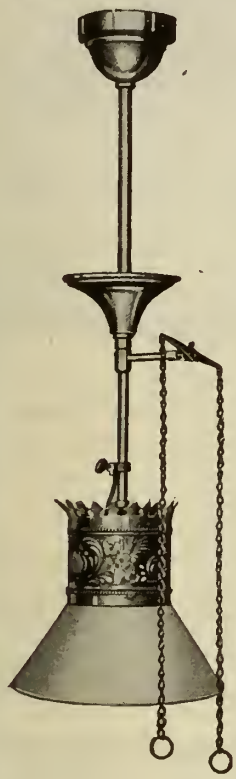
Quick turnovers can be made with these quality powders. If you haven't prepared yourself for the demand, why not get a case or two and let the folks know you have it—we will send you window display materials.



IMPERIAL EXTRACT CO., TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

The Wonder Lamp



is the latest and handiest ever placed on the market.

It produces a clear, bright, white light of 500-Candle Power for less than 1-3 of a cent per hour.

Mr. Grocer, get this lamp now and have your store lighted as well as the best of city places. Can be installed by anyone.

A child can operate it. Absolutely safe and odorless. Lights with a match. Very convenient. Fully guaranteed.

Local Merchant Agents wanted Everywhere.

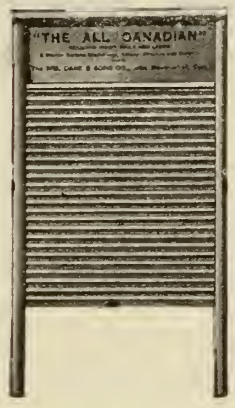
Write now and get an independent plant at cost.

MacLaren Light Co.

Merrickville - Ontario

Made to wear best where the wear is hardest

The long-wearing service which distinguishes the **New All-Canadian, All-Wooden Washboard** is largely due to the fact that the rubbing surface is made of specially selected Canadian hardwood.



This insures your customer a board that's most satisfactory—long-wearing, serviceable.

The fact that zinc and aluminum boards have almost doubled in price (owing to the price of these materials) will make the "New All-Canadian," retailing at 20c, a splendid selling line in every store in Canada.

Don't let your store be an exception. Order a supply to-day.

The Wm. Cane & Sons Company
Limited

Newmarket, Ont.

TRADE MARK KEYSTONE BRAND REGISTERED

IT SELLS ITSELF

When a woman asks for a corn broom, place a "Nugget" Broom in her hands. The light weight will appeal to her instantly, and you can give an unqualified recommendation as to quality.

THE "NUGGET" BROOM

is made of the best **green** corn, no stems or seeds, and corn will not come out or turn over at the ends.

Write for prices, etc., to

STEVENS-HEPNER CO.
LIMITED
PORT ELGIN, ONT.

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.

How much of your stock goes to waste every summer?

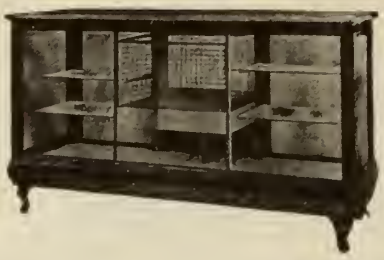
You can avoid this unnecessary waste and loss by putting a **EUREKA REFRIGERATOR** in your store. The saving that this most practical refrigerator will effect in one or two seasons will more than pay for the cost of installing. **THE EUREKA** embodies the most practical principles of dry, cold air circulation. No zinc or galvanized iron lining to rust or corrode.



Our catalogue will show you a **EUREKA** model that would just suit your store nicely. Write for it to-day.

REPRESENTATIVES: James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.; Ed. Dore, 35 Caroline N., Hamilton; W. J. Armstrong, 14 Euclid Ave., London, Ont., etc., etc.

Eureka Refrigerator Company
27-31 Brock Ave.
54-56 Noble St.
21-33 Earnbridge St.
TORONTO, ONT.



It's a constant sales producer

And when you think of it you cannot wonder at the fact that sales are quick and easy where the

Arctic Silent Salesman

is installed.

How cool and inviting to the weary, heat-tired summer shopper is a case full of dainty produce, fresh ripe fruits or cooked meats, kept fresh and clean by a circulation of dry, cold air from a central cage filled with blocks of clear-as-crystal ice!

And besides, the superior facilities for sales-getting displays that the Arctic offers, it preserves a stock of perishable goods in absolute security.

Our catalog explains all about this and several other models of Arctic Refrigerators and refrigerator show cases. Send a card for it to-day.

John Hillock & Co., Ltd., TORONTO



Autoists have long ago learned that a Bowser "Sentry" Pump is

THE SIGN OF A PROGRESSIVE GROCERY STORE

the same as a clock, out in front, calls attention to the jewelers, or the striped pole signalizes the location of a barber shop.

In addition to their advertising value,

BOWSER

outfits are money-makers. You make a profit on gasolene and on other sales made to those who would not otherwise stop.

Buy gasolene in any quantities you want, store it safely underground where it can't evaporate or deteriorate, then pump any amount desired directly into your customers' cars, quickly, accurately measured and filtered.

The "Red Sentry" Equipment illustrated above is only one of many self-measuring pumps and storage systems we manufacture. We make outfits for handling kerosene, paint, lubricating and volatile oils of all kinds, and a request for descriptive matter and information concerning anything along this line won't obligate you in the least.

S. F. BOWSER & COMPANY, Inc., FORT WAYNE, INDIANA

Sales Offices in All Centres and Representatives Everywhere.

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.



Price list and catalogue free and mailed to any address.

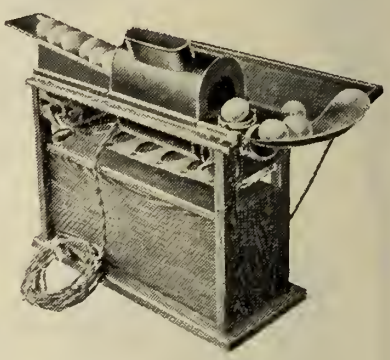
Manufactured by the

W. A. FREEMAN CO., LIMITED

HAMILTON. - - CANADA

Do You Believe That There is a

BEST?



OF COURSE, and you want it, too, if the price is right.

The Electric Daylight Egg Tester is the

BEST EGG CANDLER

on the market.

It will test 300 dozen eggs an hour, and it will do the job perfectly. The operator needs no particular experience. The Electric Daylight Tester is

Neat, Durable and Inexpensive

It will add to the appearance of a counter and will enable the dealer to absolutely guarantee the freshness of the eggs he sells. A guarantee with eggs means money and satisfied customers. Write to-day for our special offer on all orders received during the next sixty days.

A. E. Jennings Company

535 Detroit St.

ANN ARBOR, MICHIGAN

If any advertisement interests you, tear it out now and place with letters to be answered.

Lost—5 lbs. of tea

Mysteriously vanished from a 100 lb. chest of bulk tea.

Grocer's clerks carefully weighed each order put up in ¼s, ½s and 1 lb. parcels, but only 95 lbs. have been sold and the chest is empty.

Where did the missing 5 lbs. go?

Our travellers have very frequently got merchants to put 10 lbs. of bulk tea that they had weighed up on their scales and always the total weight overruns the 10 lbs. Sometimes by as much as 11 ounces and on tests when weighing out a 100 lb. chest in ¼, ½ and 1 lb. parcels, the loss from overweight runs from 2 to 7 lbs. on different scales.

If a grocer is fortunate enough to only lose in this way about, say, 5 lbs. on a chest of bulk tea, he loses on tea costing 30c. per lb. $1.50 equal to 1½c. per lb. On the better grades he loses correspondingly more money.

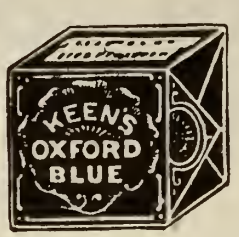
This is one fact about bulk tea that grocers have probably not fully realized before. Others, more important still, will be given later.

No tea vanishes from the sealed packages of Red Rose Tea. When a grocer buys 100 lbs. he sells 100 lbs. No shortage worry to think about on package tea. Your profit is net.

T. H. Estabrooks Co., Limited

If any advertisement interests you, tear it out now and place with letters to be answered.

KEEN'S OXFORD BLUE



You will find KEEN'S quality reputation a mighty big asset in the securing of the steady repeat sales that go to make up a worth-while turnover.

Keep KEEN'S always well to the front in your window and counter displays. Suggest it to every housewife. You cannot sell her a more satisfactory blue than the world famous KEEN'S.

Stock up to-day.

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO

Why You Should Feature KING GEORGE'S NAVY

The Tobacco that "gets" the men

—that's King George's Navy (chewing) with its really delightful, toothsome flavor, its fine, "chewey" texture.

King George's Navy Chewing tobacco "gets" the men who are fond of a good chew and gets them solid.
Feature King George's Navy in your tobacco department.



Rock City Tobacco Co., Ltd. Quebec and Winnipeg

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

VOL. XXX TORONTO, JUNE 9, 1916 No. 23

Majority Favor Weekly Half Holiday

"All Work and No Play Makes Jack a Dull Boy" Says One—The Farm Trade is a Problem for Would-be Early Closers—Most Grocers Take View That Help Needs Rest—Some Favor Early Closing But Not Half-Holiday.

A Synopsis of Opinions from Grocers Across Canada.

THE question of the weekly half-holiday is a burning one with the grocery trade. There are a multitude of opinions and as many reasons for and against. With the idea of getting a many-sided expression on the point Canadian Grocer recently asked a number of grocers, from coast to coast, to give their opinions as to whether they favored the weekly half-holiday or no. Here are the opinions:

M. R. Ottley, Port Moodie, B.C.—I certainly do believe in half-holidays. The stores here close at 7; Saturday at 9, except for one who closes at 10 or 11 and opens all day Sunday. I have a standing arrangement with my small staff to pay them for all holidays and expect them to put in any overtime which may at any time be necessary; they get the best of the deal; they know it, and they appreciate it. It works well and can be relied on.

* * *

Chas. Spencer, Fernie Co-operative Co., Fernie—Yes, I favor weekly half-holiday. We do as much business, with it as without it. We close Wednesday afternoon, and it provides a break in the week that the staff look forward to. It keeps the boys on edge all the time.

The stores in Fernie with the exceptions of fruit and tobacco stores, and a few small ones open at 8 a.m. and close at 6 p.m. except Saturday. Early closing has the long hours skinned a mile. The early closer is on the job all the time, while the other has a tendency to take his leisure, when he should be working, thereby often giving poor service. More work is actually accomplished during the short hours.

* * *

John T. Bell, Duncan, B.C.—I am very much in favor of the weekly half-holiday, and think it a great benefit to all concerned. Employer and employees both, also the public are in favor of the

On another page of this issue is given list of towns and cities in Ontario, indicating whether the merchants will this year have a weekly half holiday or not. This information will come in very handy to traveling salesmen in that province.

clerks having same. We have half-day closing at one o'clock every Thursday, except when other Dominion holidays, such as 24th of May come in. Then we cut it out. Also it is cut out in December, for Christmas trade. But we have it every other month in the year, by city by-law, and it is quite a success. We close every evening at 6 o'clock, except Saturday, then at 9.30, and practically every business house in town follows this same rule. I might add that Canadian Grocer is very much appreciated by myself. And I find lots of useful information therein.

* * *

F. P. Cook, Princeton, B.C.—We are in favor of half-holiday in the week. Being in the country, a Saturday half-holiday would not suit us, but any day in the middle of the week would do. A holiday rests a fellow and he can start in with renewed vigor, the day after.

* * *

O. Wheeler, Rock Creek Trading Co., Rock Creek, B.C.—We are quite in favor of the movement. Dealing with the second question of your letter, "How early do stores close in your district?" Although the time for closing is eight in the evening, it has become the habit to keep open while people are around and this means that often it is nine or ten before we can close and when one opens at seven in the morning, our reasons for a weekly half-holiday are apparent and need no further explanation.

* * *

Excel Cash Store, Excel, Alta.—For the town, or rather trading post of one store, I think it impractical to have a weekly half-holiday, or even observe the usual regular holidays of the year. We are here as a convenience to the people, and for the store that draws its trade from 10 to 20 miles, and has little or no accommodation for them when they come in, it is not fair to close down. We try to close early each evening about 6.30 p.m.

* * *

B. J. Sherard, Dauphin, Man.—I am not in favor of a mid-week half-holiday for this district and town, because there is no unity among the merchants, and owing to the number of farmers who forget and must have their goods. I believe in early closing even for Saturday nights, as late working on Saturday night is bad for the clerks, morally and physically and spiritually. In the long run it is a money losing scheme for the employer as science is proving it out. The stores here close at 6 o'clock every night except Saturday and on that night any time from 10 to 12. I am writing this from a clerk's point of view being an employee, not an employer.

* * *

H. Stanbridge, Horizon, Sask.—I am in favor of a weekly half-holiday for all merchants and clerks. While this would cause considerable inconvenience to farmers, who are the chief customers of the village merchant, until they become accustomed to the new order, it would on the other hand confer a great boon on us, to be able to call half a day a week our own. A man whose time is taken up in a store from 7 a.m. till very often 9 p.m., and sometimes 10 p.m. (in country places, where the early closing does not apply), is certainly entitled to a half day a week. Any step taken to line the merchants up to make it a general thing to close their stores and take advantage of a half-holiday each week,

to get fresh air and recreation, which at present in the majority of cases is denied them, is entitled to the support of the merchants throughout the country.

* * *

The Chambers Co., Hamiota, Man.—As far as our town is concerned, I am not in favor of a half-holiday, it being the ordinary small Manitoba town, and the number of persons to be benefited is too small to seriously consider the question of a weekly half-holiday.

We are quite in favor of early closing. All the general stores close at 7 o'clock. Would close earlier but our mail service prevents it.

* * *

W. H. McLeod, Neepawa, Man.—Am in favor of weekly half-holidays for retail stores. One reason is that it gives the staff a chance for sports or to take an outing if desired.

It also gives the proprietor a chance to take some recreation without feeling that he is neglecting business. Am also in favor of early closing, have always been used to it.

The stores in Neepawa close at six o'clock p.m., every day except Saturday, when they close at ten o'clock, taking half-holiday every Wednesday from 1st of June to middle of August.

* * *

A. A. McCormick, Pelee Island, Ont.—We are most certainly in favor of early closing also of the weekly half-holiday. We open here at 7 p.m., and close at 9 or 10 p.m., with the exception of two days in the week that we close at 6 p.m. We know that the same work and business could be done in eight or nine hours easily that we use up 13 to 15 hours per day to accomplish.

We think shorter hours in all business places would not only be beneficial to employers and employees but also to the general public. If clerks in stores and offices were relieved from the grinding monotony of long hours, we believe they would be better fitted mentally and physically to give customers better and more attentive service — and the business would improve by such service.

* * *

Hector Poisson, Cobalt, Ont.—Yes, I would like a weekly half-holiday so that we could go out and have a rest.

Early closing is good but here we have no by-law to force us to close at a certain hour, but we close twice a week at 7 p.m., and the other nights from nine to ten.

* * *

M. Breland, Perkins & Co., Cochrane, Ont.—I am in favor of a weekly half-holiday and think it a very good idea. I think that Friday would be the best day for Cochrane on account of there being no shipping that day. In reference to early closing we have three nights a week here, Monday, Wednesday, Friday, and it does not interfere with our business at all.

* * *

J. E. Cholette, Cobalt, Ont.—All stores here close three nights per week. I am in favor of it, and would be for every night except pay-day night, or Saturday night. Further, I am in favor of one half-holiday per week, which I suggest should be every Thursday afternoon.

* * *

R. W. Ferrier, Kenora, Ont.—I am in favor of a half-holiday. We had Wednesday afternoon during June, July and August last year, closing at 1 p.m., and it worked out very well. We have secured the signatures of all the dealers agreeing to close again this year beginning 7th June. Our sister town Keewatin is under the same agreement.

Regarding early closing, we have closed our places of business at six o'clock for about four years. This is governed under a town by-law, which is the only satisfactory plan, as we find there are always some who will break it if otherwise. Personally, I am very strong on six o'clock closing as we have found business can be done just as well when customers get used to it.

* * *

Morin & Frere, Cobalt, Ont.—In Cobalt we have three early closing nights, and we do not favor a half-holiday; we close Tuesday, Thursday and Friday. It seems quite satisfactory for the public and even to employers and employees. The more spare time given to employees we find the more they spend and the less they seem satisfied with their salary; and even less they save for themselves.

* * *

Harry C. Marlatt, Simcoe, Ont.—I am certainly in favor of a weekly half-holiday as it is a relief from the steady grind. I am also in favor of six o'clock closing. We close at 6.30. There are other grocers who close from 7 till midnight. The stores that are doing the best business close early.

* * *

M. E. Carey, Aurora, Ont.—Yes, I am in favor of a weekly half-holiday, also of closing at 6 p.m. every evening excepting nights before holidays and Saturday nights.

* * *

W. H. Byam & Son, Millbrook.—We have been holding Thursday afternoons as a half-holiday during June, July and August for three years now, and like it very much. We think we could just about as well have May too. When the customers plan for it, they can just as well leave us that half-day free as not. That gives us time for recreation without encroaching on the Sabbath day for motoring, etc.

* * *

L. J. Wildfang, Moorefield, Ont. Would say that early closing, say 6 o'clock, is all right, but in regard to a weekly half-holiday, I don't know how it would work out. I am in a small town depending on a farm trade and we have to take business as it comes. I don't think my business would stand a half-holiday unless all neighboring stores would close. No doubt every merchant needs it to rest up.

* * *

J. Carmichael & Co., Hillsburg, Ont.—We are in favor of a weekly half-holiday for retail stores during the summer months, say, June, July and August. Our trade which is principally done with farmers would not be caused inconvenience by having a half-holiday that it would by early closing. We find from experience that farmers are always busy through the day and do most of their shopping in the evenings during the summer. And on account of so many autos traveling the country roads now, farmers' wives and daughters will not drive alone as in former years. They wait until the evening when they can be accompanied by a man. A few years ago we tried early closing and from the many complaints we got from farmers in general, we abandoned same. Although we have no half-holiday at present we would not have any hesitation in saying that we would much prefer it to early closing. We do not close at any particular time.

* * *

Graham Bros & Johnston, Grand Valley, Ont.—We are quite in favor of the weekly half-holiday during June, July and August. Last year was the first that this holiday was observed here, and this year all merchants, except three that were opposed to the holiday a year ago, endorsed the movement and are closing again regardless of them. We claim that all business can be transacted in five and a half days when the stores remain open on Saturday evenings. We also close every evening except Saturday at 6 p.m. as the evening business during mid-week would not compensate one for the light used.

* * *

C Southon & Sons, Lakeport, Ont.—We would like to see all retail stores close up Thursday afternoon and close early (6 o'clock) on Tuesdays. In this district different classes of stores have different closing hours.

* * *

W. R. Theakston, Sharon, Ont.—I am an individual housed up six days a week, year after year, and don't get enough fresh air to keep me healthy. But in our village my opposition keeps the post office, and he wont observe a half-holiday for he doesn't keep the national holidays now and he has the inside track of us as it is. I should like very much to close at six o'clock but it cannot be worked that way in a country store. The farmers

have to do their chores and it takes a lot of time to get through them: they will go to the store after dark to save time. We always have closed promptly at nine and then we have to let business in many times after we have closed, and of course in a small place we are anxious to get all we can.

* * *

G. H. Thompson, Oil Springs, Ont.—I am in favor of weekly half-holiday because it is an incentive to both clerks and proprietor to give better service. I also think as much business can be done in the 5½ days as the 6. Though in a village of this size where we are depending for 75 per cent. or more of our trade on the farmer, the half-holiday should be well advertised before starting it. I also think that in a district like this where the different villages are competing for business in very much the same territory, they should arrange if possible the same day of week for their half-holiday, so that sports could be arranged to make the half-holidays interesting. We had a half-holiday in 1913 and 1914, but have not been able to arrange one since, as some of our merchants object till the surrounding villages drop in line, which we hope will be soon. For the last 14 years we have closed at 6 each night, except Wednesday and Saturday, and nights before holidays. We have a town by-law for early closing. We are now considering closing Wednesday night also.

* * *

S. L. Squire, Waterford, Ont.—Personally, I am in favor of a weekly half-holiday during the summer months. We have learned from experience that same does not interfere with business and certainly is much favored by the clerks. The advantages outweigh any disadvantages and it seems to be the modern idea in merchandising.

I also, favor six o'clock closing. In this district, we close five nights in the week at six o'clock, remaining open, Saturday, only. We have reached this stage by evolution. Our first effort was to close two nights a week at seven o'clock.

Gradually, this we extended to cover the five nights and the extra hour was also clipped off. When we first instituted six o'clock closing, we heard considerable objection, but since the people in this district have become accustomed to trading in the day time, the six o'clock closing is taken as a matter of fact and no criticism is offered. We succeeded in increasing our business the first year, after we instituted early closing, as compared with previous years, when stores were open every night. Thus, for business, economic and humanitarian standpoints we certainly favor, both early closing and half holiday.

* * *

A. Hammond, Stirling, Ont.—I am certainly in favor of a weekly half-holiday during the summer months, because it gives one an opportunity of getting away from business going fishing or boating which will refresh you for the next day's business. "All work and no play makes Jack a dull boy," is the old and true saying.

Early closing is a good idea where they all will close and stay closed. The stores close here every night at 6.15, except Tuesday and Thursday night at 9.30, and Saturdays 11 p.m. But during January, February and March they close every night except Saturday night. We have a half-holiday during July and August (Wednesday).

* * *

Thomson & Lloyd, Silver Water, Ont.—We are running a store in a country place and it seems very hard to have any particular closing up time here. The farmers (especially at this time of year and during the summer months) work all day on the farms and then after supper and after they have all their chores done they go to the store to do their shopping. This is very hard on the merchants and clerks as they have to be in the store all day and until late at night. There certainly should be some particular time for closing in all stores, as a person who is inside all day needs the evening to him or herself. I also think that a half-holiday would be a splendid thing, especially during the summer months. It is just as easy for even farmers to come to the store on certain evenings as it is to come at any old time at all if they were only so minded, and the clerks would be more pleased to see them and be more courteous. If the store was closed for one-half day every week it would not really be necessary to close at six every evening. We might say that we could close at six, four evenings and be open the other two. This would give the farmers a chance to come to the store in the evenings if they could not conveniently get away during the day. I am of course speaking of the country stores and as a matter of fact they have to be dealt with separately on account of the farm trade. With early closing and an occasional half-holiday, it would make a merchant's life worth living and without them it is not. Of course they must be arranged to suit each particular class of trade but we should see that we have them, as a merchant has no time that he can call his own as long as he is open to do business. We cannot rush our work through and get off early in the evenings as most other people can do and if we do not have particular times to have the store closed we are neglecting our business if we take any time off.

* * *

Levi Elsley, Nassageweya, Ont.—In the country farmers are usually busy and come to do their buying in the evenings. I think country merchants should have a weekly half-holiday, say from 12 o'clock to 6 o'clock p.m., and open up for the evenings. This would give one a half-day off for any purpose he wished.

* * *

A. H. McLaughlin, South Bay, Ont.—I am not in favor of a half-holiday for retail stores, because I am located in a farming section, and I wish to be ready to wait on my farmer customers at all hours.

* * *

Porter S. White, Peterboro, Ont.—We are in favor of the half-holiday for various reasons. Clerks like it, which is a great consideration. It gives a much better business day Friday. Regarding the loss of business we cannot admit we lose anything by the half-holiday. In fact the dry goods merchants put on big sales and therefore we get a large number of people out these half-days. The grocers in the main part of the city close from six to six thirty, and have done so for the last ten years. Therefore, it must be a success, as none of them want to go back to the old way.

* * *

Jas. Murphy & Sons, Placentia, Nfld.—We are not in favor of either early closing or weekly half-holidays. Re half-holidays, the most of our trade in our store comes from outside the town, and if we were to close for half-holidays it would be very inconvenient for our outside customers.

Re early closing: we have three stores and town has a population of 1,500. In this store we let the help off every evening at six, and as one of our branches is situated in the centre of the town we keep open every night throughout the year except during February. The other branch only opens Saturday nights, and nights in the fall, when there is any trade to be done.

We do not keep headquarters open for the trade we get in the night as we do not get any night trade; but we do all our office work in the night, and write all our orders at night.

There are two brothers of us and we do most of the work. We only employ female help, and a man to do outside work, therefore we have to do the work at night time.

HAVE INSTALLED AUTO DELIVERY

Treleaven & Campbell, 328 St. Marys Ave. Winnipeg have recently inaugurated an auto delivery. They were compelled to do this because their customers were spreading out and wished to continue trading with the same firm. Quality of goods and service they claim, have been the outstanding features since they started in business fifteen years ago, and the addition of an auto truck to their delivery system, is an effort to continue good service over a wider area. This firm makes four or five deliveries per day.

Cashing In On Camp Business

Location of Summer Camp Makes Big Turnover Possible—$2,500 a Week Extra is a Result Worth While—Military Precision a Great Factor in Delivery—A Historic Store, Once Fired by Troops, Now Feeds Them.

Special to Canadian Grocer by Traveling Staff writer.



SOME grocers were inclined to blame the war in the first year because it had hampered business to a marked extent. Men had been taken away, business was bad, money was scarce, customers were fewer, orders were less in number. There is, however, another side to it, and an example of the other side is to be found in the effect of the location of the Niagara-on-the-Lake camp on the trade in the town of that name. All the grocers there found that the location of the camp in their town last year was distinctly beneficial, and it is probably not exaggerating at all to say that in most cases there was an increase in business for each grocer of at least 75 per cent. One of the outstanding cases is that of McClelland Bros.

Links With the Past

Incidentally so far as the store of McClelland Bros. is concerned it is singularly fitting that they should be doing such a big business in things military. It is fitting that soldiers should be coming into their store every hour of the day. One hundred years ago, in the troublous times of the war of 1812-14, the store which is now housing McClelland Bros., was the scene of an exciting incident in the war. On the left of the store there is a frame part, the rear portion of which is a relic of the thrilling times of 100 years ago.

The manner of it was in this wise. Early one afternoon the proprietor, then a Mr. Clement, was preparing to make prompt deliveries of the orders sent him when up came the United States troops and the old store which had weathered the first two campaigns was ordered to be fired. Mr. Clement, thinking, even under the stress of these extraordinary circumstances, of the needs of his patrons, asked that he might have sufficient time to get out the orders for his customers because they would be needing them for their meal; after this he would surrender his store to the flames. The officer commanding the troops granted his request, and Clement made up his parcels and got them out to his customers. Late in the afternoon the store was set on fire. The back portion stood, charred but erect and iron stanchions around the heavy beams bear silent witness to-day. That part is used now as a warehouse by McClelland Bros.

Soldiers With a Different Mission

But for what different reasons are the soldiers coming to this store to-day! One hundred years ago they came to fire it; to-day they come to buy their provisions there. In conversation with Canadian Grocer recently, one of the partners said that the turnover from military business alone was probably something like $2,500 per week. This had reference to last summer's trade, as so far this year one is unable to judge exactly how trade will pan out. The camp at Niagara last year was several thousand strong. This is no mean amount and in a town where there are several other grocery stores, many of which are good ones it is no slight achievement. By the way, it would appear that this year the same opportunity will not be there as in all probability only one brigade will remain at Niagara, the others going to Camp Borden. However, this does not alter the tradition of last year.

"I based my method of attack for getting this military business," said Mr. W. McClelland to Canadian Grocer; "upon handling orders from the camp on positively military precision. The minute an order is phoned in here from any mess, I put someone on it and that order is gotten out right away, in as few minutes as possible. I have proved the value of this. Frequently the soldiers would not telephone until the very last minute when they needed the goods and it is simply a question of leaving everybody else to it. If you get a reputation for promptness in handling goods you will find the benefits accruing therefrom in increased business. This has been my experience.

"I have a man up at the tent of the president of each mess every morning. He goes to see what orders are forthcoming. At about eight o'clock he is there to suggest and to call to the sergeant's mind what might be useful in the grocery line for the day. Very often the sergeant, when 'phoning in on his own account, might overlook things which are suggested to him by the messenger sent up to him to secure the order for the day. This messenger makes a round of all the messes and brings back a bunch of orders. These are then filled and sent out with the military precision and promptitude of which I spoke.

One Motor: Three Rigs

"To ensure delivery we have a motor and three horses and rigs. This automobile and these three horses are kept busy from early in the morning until late in the evening, filling for the most part military orders. Of course a good deal of the delivery is done by the soldiers themselves who drive down in their own truck or car. On the other hand goods have to be rushed up there at any moment, at any hour of the day, and we made it a point last year to see that, no matter when we were called, our service was immediate.

"Just how we shall do this year I do not know as yet. It is certain that there is not going to be as large a camp at Niagara-on-the-Lake. It is rumored at the present that only three battalions will remain, all the rest going north."

A City of Frame Houses

Judging from the appearance of Niagara-on-the-Lake itself, one would not suppose that there was any question or possibility of the majority of the soldiers going away. Niagara-on-the-Lake

is a city of frame stores, many hurriedly put up. There are all sorts of stores from shooting galleries to shops which sell knick-knacks. One gets the impression of newness as though someone had come along, determined to take advantage of every possible opportunity to sell 5c worth of goods to a soldier. The main street presents a peculiar appearance. The regular stores in the town, which have been there for some time merely alternate with hurriedly put up wooden buildings, yellow and white in their newness. It doesn't look from the number as though the camp were going to be any smaller this year than last.

To revert to the history of the McClelland Bros. store, after the fire described earlier on in this article, the store was rebuilt by Mr. Clement, who continued the business for several years. In 1851 Mr. W. McClelland entered the business and for fifty years carried it on vigorously until just before his death, four years ago. His two sons are now running it, W. R. McClelland and James McClelland, proud of the honored name established by their veteran father. The business has been extended until now it includes groceries, meats, hardware and ice, with gasoline for the numerous cars which visit the historic district. The grocery is carried on in the left, and the meats on the right, with the hardware between the two, in the centre. The addition of the ice business was an enterprising stroke of business on the part of the owners. The current of the Niagara River made the supply from this channel rather uncertain so an excavation was made on the lake shore and built in like a skating rink, and in this natural factory most of the ice in Niagara-on-the-Lake is manufactured.

Why Condensed Milk Is Up

Cheese Factories Big Competitors For Milk Now That Cheese Prices Are So High—Increased Cost of Sugar Also Big Factor—Advances Too in Shooks, Tin, etc.—Good Export Demand But Abundant Stocks Are Not Available.

Written from interview with sales manager of large condensed milk firm.

A NUMBER of causes contribute to the recent advances in evaporated milk, but the chief one is undoubtedly the fact that high winter prices prevail at this, the flush season for fresh milk, when prices should be at their lowest. This in turn is caused chiefly by the big demand for milk on the part of the cheese industry as a result of the extremely high cheese prices prevailing. This, of course, is in consequence of the heavy export demand. Until just recently cheese was selling for 19c a lb. on the Montreal market, and there appears to be no limit to the demand on part of the cheese manufacturers for milk, which means not only a shortage, but a higher price in milk for the condensery.

Even when the two were on an equal basis, the dairy man preferred to supply the cheese manufacturer, because there were no restrictions on the latter's purchases; everything in the way of milk was accepted without cavil once the price was agreed upon. But the condenseries must maintain sanitary measures and precautions, which not only increase the cost of their product, but tend to discourage the dairyman from offering his milk. This is especially so when another such market as the present cheese one develops.

In addition to all this, the production of milk is much less than normal as a result of dairymen, attracted by high beef prices, going into beef-raising. The supply of milch stock is, therefore, being materially reduced. War has accentuated this condition, as recruiting has so severely affected the labor supply of the farms that women are beginning to replace the men to such an extent in the dairying industry that the herds are being reduced in consequence. The recruiting problem, of course, applies to all branches of the industry, notably amongst the skilled labor of the factories.

In the past, June has been the month in which, because of cans coming in fresh and milk being so abundant, reserves have been accumulated for later use. The accumulation is being made this year as usual, but at such an unprecedented cost that a proportionate advance has occurred in the product.

High Sugar Also Big Factor

The sugar situation has also been a contributing cause of the advance, for a one-cent advance in sugar means an added cost to the product of 28c a case. Tinplate is also higher, and, more important still, so hard to get that manufacturers are months behind on filling orders and buyers are paying premiums for delivery. The increased cost of labels, shooks and other small materials individually has not been serious, but in the aggregate they all tend to increase the cost of the finished product.

At the present time there is a good demand for evaporated milk abroad, but owing to the limited supplies here, Canada is not sharing to any large extent in the trade, as the entire output is required for domestic demand.

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EXPLANATION OF COMMERCIAL TERMS

C.F. or C.A.F. (Cost and Freight) means that the seller furnishes the goods and pays the freight—no other expenses, to place of delivery as agreed, all risks while goods are in transit being for account of the buyer.

C.i.f. (Cost, Insurance and Freight) means that the seller furnishes the goods, pays the freight and insurance to point of delivery, all other risks while goods are in transit being for account of the buyer.

F.o.b. destination, means that the seller pays all costs and assumes all risks until the goods reach the place of delivery as agreed.

F.o.b. steamer, means that the seller is to deliver the goods aboard the steamer in proper shipping condition, all subsequent risks and expenses being for account of the buyer.

F.a.s. steamer, means that the seller is to deliver the goods alongside steamer on lighter, or on the receiving pier of the steamship company in proper shipping condition, all subsequent risks and expenses are for account of the buyer.

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MANITOBA R.M.A. CONVENES

By Wire.

Winnipeg, June 7.—There are about one hundred and fifty in attendance at the annual convention of the Manitoba Branch of the Retail Merchants' Association, which opened here yesterday. Dominion Secretary E. M. Trowern is present, and in an address attacked strongly misleading advertising. He cited an instance where a large department store had deceived the general public, but by alleged Ottawa influence had escaped punishment. He demanded a law that would treat rich and poor alike. He also urged dealers to support the Price Maintenance Plan—that is, the Contract Selling Plan—of manufacturers marketing their goods, but that association should take care not to get behind inferior quality goods.

The Dominion secretary also read a paper on fighting mail order houses.

* * *

Editorial Note.—Full report of convention will appear in next week's issue.

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BUSINESS IN SUMMER CAMPS

ON another page of this issue, under the caption, "Ca-hing In On Camp Business" will be found an article which embodies the experience of a grocer in Niagara-on-the-Lake, where was located last year one of Canada's biggest summer camps. This article is well worth perusing because it is actual and not fanciful in what information it presents.

Every trade in the country is doing its best to utilize the opportunity which the boom in things military offers. Grocers should not neglect to do the same. There have been many and heavy disadvantages resultant from Canada's being in a state of war. Here, however, is a chance to turn the medal round and see the silvered side. If you are located near a camp see to it that you cash in on the location.

RENNET SHORTAGE MAY BE SERIOUS

JUST what exact effect the shortage of rennet is going to have on the cheese supply this year cannot yet be gauged, but at present time it is causing considerable apprehension in cheese circles.

Authorities at Guelph, Kingston, Ottawa and Toronto are investigating the situation, not only to discover the amount of supplies available, but to find out ways and means of producing rennet in this country, of suitable quality and on a satisfactory scale.

According to authorities, the Canadian supply is limited. Notices from across the line, where some of the rennet our factories use is made, are to the effect that available supplies there are scarce. Meanwhile, the European source of supply is practically cut off.

Rennet has been made by domestic factories. Probably the chief difficulty is the limited supplies of calves' stomachs, from which rennet is manufactured. The Ontario Department of Agriculture is sending out new circulars urging farmers and all country butchers to save all calves' stomachs, and thus help to avert a grave situation in the cheese industry, involving millions of dollars lose or gain for the country. If cheese manufacture is curtailed farmers will secure less for their milk, cream and butter, as more will be available for the market.

There is a substitute for rennet, known as tepsin, which serves very well. It is a chemical. Experiments are being carried on by Government authorities, and a favorable announcements as to results is expected shortly. Toronto packers are taking a direct interest in the problem, with a view to making rennet. The normal price of rennet is around $1 a gallon, but as high as $5, and even $10, has been asked.

AN IGNORANT INSINUATION

AS CANADIAN GROCER has frequently stated in the past, when a daily paper makes an observation about business conditions in the retail trade it usually displays such gross ignorance that makes one wonder if all its statements are based on similar flimsy foundations. For instance, the following brief editorial note was clipped from the last Saturday's edition of Toronto *Daily Star,* a paper usually considered as one of our best and and brightest:

> At the outset of the war the Prime Minister declared that the Government would see to it that there was no undue increase in the price of any article of food. How about sugar? Is the rising price of it wholly due to unavoidable causes?

What we would like to know here, is how can the Prime Minister and the Government regulate the price of raw sugar in Cuba, for instance. Premier Borden would simply have to be a world dictator to say at what price the Cuban planter or the planter in any other West Indies Island, or even the grower of sugar beets in the various countries of the world, should sell the raw material. If the United States is

willing to pay a certain price for raw sugar, how in the world can a Canadian refinery purchase it at any less.

Certainly the rising price of sugar might have been avoided. It was caused by the war and it could have been avoided had Germany listened to reason prior to August 1st, 1914. The cause was avoidable all right but it was not avoided. We have the war with us, which together with its many-sided complications, has advanced the price of sugar. The Canadian Premier would have about the same chance of removing the real causes of the rising cost of sugar as would the proverbial snow-ball have of existing for many minutes on the other side the Stygian Flood.

THE QUESTION OF FIRE INSURANCE

AT the annual meeting of the Canadian Credit Men's Trust Association, held in Winnipeg, the attention of the meeting was drawn to the fact that a certain dealer had recently been burned out, suffering a loss of $20,000. This merchant did not carry any insurance whatever. It was suggested that when it was discovered that no insurance was being carried, a meeting of creditors be called, and all credit from such a man be cut off.

It was decided to defer this matter for the consideration of the incoming board. Whether such action would be fair or not, is a moot question, but it is important to the retail trade as showing the importance attached by manufacturers and wholesalers to the question of insurance. One cannot overlook the fact that a large percentage of the stock carried by some retailers is really the property of the firms who supplied the goods. To a certain extent whether a man carries insurance or not is a gauge of his reliability, for few merchants in good standing would allow their property to go very long not covered by insurance.

GOOD PRICE AND GOOD REASON

WHY is the price-cutter? This is not a conundrum or a Chinese saw, or anything like that. It is a question as to the reason why the price-cutter cuts prices. Very often, one is compelled to admit, he has but scant reason. The mere securing of an extra customer or two, *for the moment*, is no good reason why prices should be lowered. A customer with steady purchasing power is worth two at the end of a bargain ticket. Frequently a grocer cuts his price on a certain line and gets a few new people in. But they come to buy that bargain, and often that alone. They go to their regular man for the rest of their goods. Therefore the bargain-maker injures the regular man, and for little good to himself, since he only gets *incidental* and not very regular trade. A low price with a poor reason is penny-wise tactics.

A good price with a good reason will sell far more goods; and more, it will build up a permanent business structure. Good quality is the best of all reasons. Good-price-for-good-quality will beat out low-price-for-poor-reason every time. Why? Because the former is business for always; the latter, business for a day. It is better to charge a fair price when your article is worth it, than lower the price to cost without full and adequate reason. Build for to-morrow as well as to-day.

THIS WAS "SOME" OMELET

Ten tons of imported eggs, valued at more than $4,000, were mashed into a huge omelet Wednesday and burned under the direction of Prof. E. J. Lea, head of the State Food and drug laboratory, maintained at Berkeley by the State Board of Health, says the California *Grocer's Advocate*. Included in this monster omelet are several tons of Finnan Haddie catsup and Chile peppers, all of which has been condemned.

The eggs which were shipped here from China by E. Block, an importer with offices in Shanghai and this city, were condemned by the State Board of Health as unfit for human consumption. They had been held in cold storage in this city for eight months. Block consented to the destruction of the eggs.

The majority of the other ingredients of the "omelet" had been condemned at various times during the year and were destroyed with the consent of their owners.

In "cooking the omelet" the State health officials used forty gallons of coal oil and two and a half cords of wood. The eggs, which had been broken from their shells and placed in five-gallon cans, were heaped upon an immense pyre, which was built early this morning in an abandoned quarry at the foot of Sansome street. The process of destruction occupied more than an hour.

PRIZE THE NEW CUSTOMER

EVERY new customer may turn out to be the goose which shall lay golden eggs. Why, in the name of good business, should the goose be killed. A case came to our notice recently, which shows that the merchant concerned did not sufficiently prize the opportunity he had for developing trade through a new customer. Many customers are touchy. Merchants appreciate that, and a policy of constant watchfulness is the only way in which this touchiness can be offset. The new customer in question was somewhat dissatisfied with her present grocer, and seeing an attractive looking store in the vicinity she went in and gave a long order. Now this store is a crackerjack, so far as looks go. Its equipment is of the finest. It is scruplously clean. It is modern in its convenience. It is enterprising in its display and advertising and general appeal. So it had made good this far in inducing the woman who was looking for a grocer to try it.

But when the goods came home the charcoal and the bacon were missing. One lemon out of the half dozen was—well, a lemon! It would appear to have been the first of that fruit imported to Canada, if its hardness is any criterion. Lastly, forty-cent instead of fifty-cent tea was sent. The woman called up and the grocer obligingly made good all his errors. But the woman has not given him another order. She feels she can't be confident of faultless service. "And yet it was such a nice store," she said. "And I'd liked to have gone on shopping there, but they mussed up my first order."

Perhaps some clerk was at fault. Perhaps the chapter of accidents was easily explained. But the mischief was done; on the first order from a new customer, the store had fallen down. Prize the new customer.

Weekly Half Holiday in Ontario

Towns and Cities Where It is Being Observed—The List Grows From Year to Year—Merchants Closing Practically Wherever Possible—Early Closing in Many Centres Where No Half Holiday Exists—Information for the Traveler.

FOLLOWING is a list of Ontario towns where there is a weekly half holiday, or immediate prospect of one being observed this year. These replies show that as a whole Ontario merchants are as keen for the welfare of their clerks and selves, from a health point of view, as from that of business. The half holiday a week certainly enables employer and employee alike to perform allotted duties during working days all the more easily and to better advantage. Canadian Grocer would be glad to hear from merchants in any town not herein represented and where a half holiday is observed.

TO WHOLESALERS AND MAUFACTURERS

This list of towns and cities where half holidays are being observed this year is published chiefly for the travelers. This will give them an opportunity to see where the half holiday is observed and the day of the week. This paper will be pleased to forward to any wholesale house or manufacturing firm a number of reprints of this article upon request *for distribution among their travelers. Please advise immediately how many are required.*

ALMONTE—No half holiday, but 6 p.m. daily closing from May till September.

AURORA—Wednesday p.m., June, July and August.

AMHERSTBURG—No half holiday, but six p.m. closing daily except Saturday.

BRANTFORD—Wednesday p.m., June, July and Aug.

BALLANTYNE and JACKSON—No half holiday; 6 p.m. closing, 3 days a week.

BALA—No half holiday. 7 p.m. closing four nights a

BELLEVILLE—Wednesday afternoon, June, July and August.

BOTHWELL—Wednesday p.m., June, July and Aug.

BONFIELD—No half holiday, Close 6 p.m. Monday, Wednesday and Friday, year round.

BRACEBRIDGE—Half day a week, June, July, August and September. Day not stated.

BROCKVILLE—Wednesday p.m., June, July and Aug.

BOWMANVILLE—Wednesday afternoon, June, July and August.

BLIND RIVER—Thursday afternoon, May, June, July and August.

CARLETON PLACE—No half holiday. Some drygoods firms close at 5 p.m. in July and August, except Saturdays.

CHATHAM—Thursday afternoon, June, July and August.

CHELMSFORD—No half holiday, 6 p.m. closing Tuesday and Thursday.

CHAPLEAU—Wednesday afternoon June and July up to September 15.

COPPER CLIFF—No half holiday, stores close 6 p.m. with usual exceptions.

CORNWALL—No half holiday, 6 p.m. closing daily, except Saturday, June, July and August.

DRYDEN—Thursday afternoon.

DUNNVILLE—Wednesday afternoon, June, July and August.

DESERONTO—Expect to close Wednesday afternoon during July and August, early closing by by-law at 7 p.m. daily except Mondays and Saturdays.

ENGLEHART—No half holiday, 7 p.m. closing Mondays, Wednesdays and Fridays.

ESSEX—Thursday afternoon, June, July, August and September.

FOREST—Thursday afternoon, June, July and August.

FORT FRANCES—No half holiday. Early closing at 7 o'clock; Saturday's 10 p.m.

FORT WILLIAM—Wednesday afternoon, July and August.

GANANOQUE—Wednesday afternoon, June, July and August.

GALT—Thursday afternoon, June, July and August.

GRAVENHURST—No half holiday. Early closing not uniform.

GRAFTON—Wednesday afternoon, June, July and August.

GUELPH—Thursday afternoon, July and August. Grocery and some other stores during June as well.

HAILEYBURY—No half holiday.

HAMILTON—Grocers and jewelers, Wednesday afternoon and one dry goods store.

HANOVER—None.

HARRISTON—None.

HESPELER—Wednesday afternoon, June, July, August and September.

INGERSOLL—Wednesday afternoon, July and August.

KENORA—Wednesday afternoon, June, July and August.

KEARNEY—None.

KEEWATIN—Wednesday, June to September, inclusive.

KINCARDINE—None, except banks, barbers and printing offices which close on Friday afternoon.

KINGSTON—Stores close at 5 p.m. during July and August.

KINGSVILLE—Thursday afternoon, June 1 to Sept. 1.

LEAMINGTON—Friday 12.30, May, June, July, August and September.

LONDON—Wednesday afternoon May, June, July, August. Grocers and butchers also have half holiday in May.

MASSEY—None.

MATHESON—None.

MEAFORD—Thursday 12.30, May 15 to Sept. 15.

MITCHELL—None.

MT. FOREST—None.

NAPANEE—No decision yet. May be Wednesday afternoon during July and August.

NEWMARKET—Wednesday afternoon June, July and August.

NIAGARA FALLS, ONT—None.

NIAGARA-ON-THE-LAKE—None.

NORTH BAY—Wednesday afternoon June, July and August.

ORANGEVILLE—Wednesday afternoon July and August.

OSHAWA—Wednesday during June, July, August and half of September.

OTTAWA—Some on Saturday afternoon.

OWEN SOUND—Wednesday afternoon July and August.

PALMERSTON—None.

PARIS—Wednesday, July and August. Hardware merchants, tailors, men's wear, grocers, furniture, barbers also during May.

PARKHILL—None.

PARRY SOUND—None.

PERTH—None.

PRESTON—Dry goods, fancy stores, shoe stores, jewelry stores, Thursday afternoon during June, July, August and September. Hardware dealers do not observe.

PICTON—All business places close at 12 o'clock from June 1 to August 31 on Thursday afternoons.

POWASSAN—No half holiday observed. Five nights a week stores close at 6 p.m. Saturday night at 8 p.m.

LONDON—Half holiday during June, July and August in all stores on Wednesday afternoon.

PRESCOTT—Half holiday on Wednesday general except fruit and cigar stores for past two years. Nothing done as yet for this year. Stores close at 6 p.m. year round, except on Saturday.

PORT ARTHUR—Only dry goods stores close on half holiday during July to September. Day not stated.

PORT HOPE—Dry goods and groceries every Wednesday afternoon during June, July and August. Hardware stores do not close. Clerks will divide the holiday, taking different days.

SIMCOE—All stores close Thursday afternoon during June, July and August.

STIRLING—Wednesday afternoon, July and August.

ST. MARYS—Wednesday afternoon, June, July and August.

SIOUX-LOOKOUT—All stores close Thursday afternoon, May, June, July and August.

ST. THOMAS.—All stores close Wednesday 1 p.m. during July and August. Grocers close same day during May, June, July and August.

ST. CATHARINES—All stores. Wednesdays 12 p.m. during June, July, August hardware stores include September also. Butchers observe Wednesday afternoon throughout year.

STAYNER—No half holiday. All stores close at 6 p.m.

STRATHROY—All merchants. Wednesday afternoon. July, August and September.

SEAFORTH.—Dry goods stores only. Wednesday afternono, July and August.

TILLSONBURG—All stores. Wednesday afternoon, June, July and August. Close at 6.15 p.m. every night except Saturday.

TILBURY—All stores, except implement men. June 15 to September 14. Day not stated. Close every evening at 6 p.m. with exception of Wednesdays and Saturdays.

THESSALON—Half holiday not observed. Stores close at 6 p.m. year round, except Saturday and evenings before public holidays.

TRENTON—All stores, Wednesday afternoon, June, July, August.

TROUT CREEK—Half holiday not observed. Close every evening at 6 p.m. except Saturday, 10 p.m.

TORONTO—Many grocers close Wednesday afternoon year round.

WHITBY—Petition in circulation for Thursday afternoons during June, July and August. Expected to go into force June 8.

WIARTON—Not observed. Close 6 p.m. every evening except Saturday.

WINGHAM—All stores. Wednesday afternoon. July and August.

WEBBWOOD—Not observed.

WINDSOR—Grocers and butchers observe May to September. Some Wednesday afternoon and some Thursday. Hardware stores close at 6 p.m.

WATERLOO—All stores. Wednesday afternoon. June, July and August.

WOODSTOCK—Jewelers, dentists, butchers and barbers observe Thursday afternoon. Hardware stores do not observe. Latter close 6 p.m. every evening. Months not stated.

WEST TORONTO—Stores, generally, close Wednesday afternoon year round.

Prairie Branch of C. M. A.

This Was Formed Recently, as Manufacturers in West Believe There is Need For Same—W. R. Ingram, of Swift-Canadian, Chairman at Annual Meeting.

Winnipeg, June 7—(Special).—Western manufacturers have for a long time considered that the Canadian Manufacturers' Association was not fulfilling its functions properly as far as the West was concerned, and there has been an agitation either for a separate organization in the West, or for a branch of the parent body, with headquarters in Winnipeg.

On a recent visit of vice-president Parsons and the general secretary to Winnipeg, arrangements were completed whereby the scope of the work will be considerably enlarged in Western Canada. A branch to be known as the Prairie Provinces Branch was formed, with head office in Winnipeg. This branch will deal with purely local matters affecting members in the West, and while questions of general policy will be decided by the Association as a whole, Western members will take a larger part in the determination of same.

In determining to enlarge the sphere of the Association in the West, the necessity of securing a man of experience in Western business conditions was considered of supreme importance, if the efforts of the Association in this direction were to be realized, and the services of C. E. Carpenter to fill the position of Secretary of the Prairie Provinces Branch have been secured.

The first annual meeting of the Prairie Provinces Branch was held in the new offices, 503 Northern Crown Bank Bldg., on Tuesday, May 30. W. R. Ingram, of Swift Canadian Co., occupied the chair.

The following well known Western men connected with the grocery trade were elected officers and members of committees:—L. C. McIntyre, Paulin Chambers Co., vice-president; W. R. Ingram, Swift Canadian Co., chairman; D. J. Dyson, Dyson Co., vice-chairman; W. A. Matheson, Lake of the Woods Milling Co., executive council; members of Executive Committee, H. Bruce Gordon Codville Co., W. G. Fraser, Beaver Soap Co. Industrial Bureau Directors, H. B. Gordon, I. C. McIntyre. Membership Committee, J. Ryan, Ryan Bros. Transportation Committee, F. W. Drewry, E. I. Drewry, Ltd., G. V. Dingle, Dingle & Stewart, W. A. McKay, Codville Co., A. Cameron, Gordon Ironsides. Legislative Committee, L. C. McIntyre, Paulin Chambers Co. War Purchases Committee, H. Bruce Gordon, Codville Co., W. A. Matheson, Lake of Woods Milling, W. J. Boyd, Boyd Candy Co., D. J. Dyson, Dyson Co., C. R. Gordon, Gordon Ironside & Fares, R. R. Dobell, Ogilvie Flour Mills.

More Daylight an Advantage

Movement Has Been Adopted by Many Towns in Canada—Four Cities in Maritime Provinces and a Number in West Have Decided to Have One Hour More Sunlight in Evening—Will Help Sale of Seeds.

Suggested Form of Petition for Use in Your Town

"We, the undersigned citizens are of the opinion that it will be advantageous to adopt the "Daylight Saving Scheme." We believe by rising one hour earlier in the morning and having an hour more daylight in the evening during the summer months that it will be greatly to our advantage.

"We hereby petition the Mayor and Council to take the initiative in proclaiming and asking that the people set their clocks forward one hour on....., and that the clocks be turned back one hour on the first Sunday in October:

Names. *Names.*

IS your town or city conserving daylight? Do your realize that it will be of financial benefit to your business to have more daylight in which people can indulge in outdoor sports? Do you realize that the man who wishes to have a garden of his own will embrace the opportunity when he has more daylight at his disposal in which to take care of it?

Many towns in Canada have adopted the system and are greatly pleased with the results. Halifax, St. John, Sussex and Moncton in the Maritime Provinces have already adopted it. Dartmouth, N. S., has also probably adopted it. In the West, Regina has had it in force for two years, and would not change. It is expected that Winnipeg, Saskatoon, Calgary, Edmonton and other Western cities will adopt the system this year. Toronto has taken up the matter, where it has been given considerable support.

What It Means

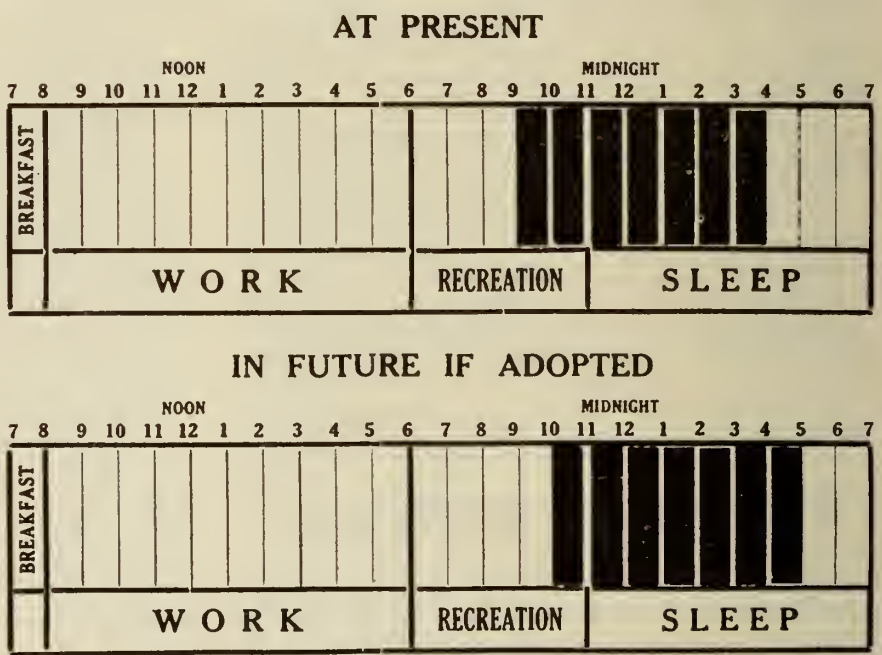
It is proposed to utilize during the summer months some of the early morning sunlight which is now often wasted while we sleep and thereby add an hour's sunlight at the end of the day.

This is to be accomplished by moving the hands of the clock forward one hour on the first Sunday in April, and backward one hour on the first Sunday in October.

This will entail no earlier rising than at present, because we shall continue to rise at the same hour by the clock.

It means no loss of sleep, for people will go to bed an hour earlier, although by the clock the time will be the same as under the present system. In point of time people will go to bed an hour earlier after the sun goes down.

The chief advantage to be gained is that people will have daylight for an hour later every evening during the summer months. This would be valuable in April, May, June, July, August and September. It would be particularly appreciated by those who take their holidays in the summer months as the evenings would be longer in which to engage in pastimes of various kinds.



Graphic chart showing the way a day is divided under the present system and the way it would be divided if the Daylight Saving Scheme were put in operation in your town. It will be noted that the difference lies in giving one hour more daylight for recreation.

Initiative With Individual Towns

It is not necessary for the Dominion or province to take the matter in hand in order that it might be carried through. Every town, city or village can decide to undertake it on its own initiative. Under the leadership of the town council, board of trade or some other public body a petition can be circulated by which it can be agreed to put the system in operation. If the town council or city council will take the leadership and proclaim on behalf of the citizens that the clocks should be moved forward it will assist the movement greatly.

If the council fails to take the initiative private citizens can do so. A majority in any community would be sufficient to put the scheme into operation. A petition circulated among the business houses and manufacturers would effectively start the movement. Are you interested enough to see that the movement is started in your town? It will benefit you as a retail merchant. It will benefit the people of your town as well.



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec and Maritime Provinces

R. Fournier of 251 Gatineau St., has sold to J. LeTourneau.

N. Dore of St. Urbain, P.Q., was a Montreal caller this week.

J. A. Archambault has bought the grocery business of L. A. Pauze, of 140 Ville Neuve W. Montreal.

A. Pare, of Verdun, is erecting a store building in St. Lambert Annex, Montreal, and stocking with groceries.

P. E. Dery, of 473 Ontario east, Montreal, has moved to his new store which is equipped with modern bins and other improved equipment.

Fred Hughes, a traveler for Chaput Fils et Cie, Montreal, has moved his family out to Hudson Heights near Montreal for the summer season.

Walter Paul, Montreal grocer, leaves this week for Winnipeg, to attend the Presbyterian Assembly at that place and will be absent two weeks.

J. A. Marven, biscuit manufacturers, of Moncton, N.B., have taken over the Moncton plant of the Dominion Textile Company, comprising five or six acres of land and a large brick building.

The total receipts of the Montreal Custom House for May established a new high record, totalling $3,245,750, as compared to $1,855,000 for last year.

J. C. Hecon, manager of the Canadian Milling Agency, flour and cereal jobbers of Victoriaville, P.Q., called on the milling trade of Montreal on his way to Ottawa last week.

The Mennen Chemical Co. have removed from 254 St. Paul street, Montreal, where they have been for a number of years, to 565 St. Paul, W., where they have taken up larger quarters with five times the floor space.

Provost & Motard, are building a thoroughly modern store on their premises on the Cote des Neiges Road, Montreal, with a complete refrigeration and storage plant, bin fixtures, etc. The store will be open for business next September.

A. F. Bryden, of A. F. Bryden & Son, of Barbadoes, and S. DeCaires, of Webb Bros., Georgetown, Demerara, manufacturers' agents, are on a trip to New York and Canada, and are expected in Montreal before their return to the West Indies.

John Stetson, of Montreal, has registered a new style of firm name for his business at 264 Hibernia, which is now known as the Point Grocery store and has in addition opened up a new store at 109 Mountain street, under his own name to carry on a fruit business in connection with grocery and liquors.

The following were introduced in the Montreal Board of Trade during the week: Douglas Donald, New York; J. M. Riddle, Portland, Me.; W. T. Fawcett, Port Colborne; W. S. Moore, Chicago; J. L. Coffee, Toronto; L. B. Beale, Toronto; J. S. Hamilton, Brantford; W A.. Burger, Chicago and S. T. Leavy, New York.

The death of Charles E. McMichael, of St. John, N.B., occurred this morning as the result of an attack of typhoid. He was born in England 63 years ago, and came to St. John as a young man to enter the employ of Stephens & Figures, prominent wholesale grocers. After the great fire the business was continued by Mr. McMichael and his brother, as C. & E. McMichael. In recent years he has been engaged as manufacturers' agent.

Paul Seurot, secretary of the Chambre de Commerce Francaise, of Montreal, has been appointed to represent this body in Paris at the "Reconstruction Exposition," and to visit the principal Chambers of Commerce, as well as the large manufacturing centres in France. This is in connection with the development of our trade abroad and better relations with France. L. N. Patenaude, chief clerk of the Legislative Council of the Province of Quebec, and associate member of the Chambre de Commerce Francaise, will accompany Mr. Seurot. Sir Geo. Foster has asked the above named gentlemen to join the Canadian delegation headed by Hon. T. Chase Casgrain on the same general mission.

Ontario

Contracts with farmers are being entered into by the Sarnia plant of the Ontario Canning Company.

The Mint Products Co., of 545 West 20th street, New York, will open a new factory at Prescott, Ont., next month.

The Quaker Oats Co., Peterborough, Ont., are contemplating the building of an office building, warehouse, corn meal mill and increased grain storage.

Travelers for Ontario wholesale grocery houses will as usual take their holidays the first two weeks in August this year. They begin with July 31.

After a lingering illness of two years, William McDonald died suddenly at his late residence, 457 Shaw street, Toronto. Mr. McDonald was born in the town of Barrie, and was numbered among the oldest residents, having resided there for 52 years. He conducted a groeery business during the greater part of his life, and was a member of the School Board for several years. Mr. McDonald later retired in Toronto.

C. van Berkel, of the van Berkel's, manufacturers of meat slicers, Rotterdam, Holland, is in Toronto this week calling on the agents here, the Hobart Manufacturing Co. Mr. van Berkel has been in the United States for some time, and was accompanied to Toronto by Mr. Hughs, sales manager for the United States. Together with C. L. Broun, the Canadian manager of the Hobart Manufacturing Co., they leave on Saturday to spend a week in Montreal. Mr. van Berkel sails for Holland in about three weeks' time.

It is understood that the retail merchants of Kingston are to take action as once to urge upon the city council that the second-hand dealers of the city shall be compelled to close their shops at 6.30 at night, the same as other merchants; and that no matter what the closing hour these second-hand places shall not be allowed to deal in or sell new goods. Their licenses provide that they shall deal only in second-hand goods and it is contended they are violating the law when they sell new goods. The feeling in the city is very strong in the matter and it is felt that in justice to the retail merchants the council should act in the matter without delay.

Western Canada

Dadson Bros., of Watrous, Sask., have disposed of stock of their general store to A. M. Boegel.

D. H. Moore, Rouleau, Sask., has arrived in Moose Jaw, and has accepted a position with J. R. Kelly, grocer.

A new grocery store will very shortly be opened on the corner of Twentieth street and Avenue C, in Saskatoon, Sask., by Mr. H. O. Jones, formerly Jones Bros., of First avenue.

Tomlinson & O'Brien, 141 Bannatyne avenue, Winnipeg, have been appointed representatives of the Salem Fruit Union, packers of Forest prunes and evaporated logan berries.

R. J. Campbell, president of Campbell Bros. & Wilson, Winnipeg, who has been in this country for some time in connection with the annual meeting of this concern, will return to England next week.

The Dawn of a New Era in Macaroni Selling



The Girl at CATELLI'S

A new era for you, Mr. Grocer, as well as for ourselves. Because the coming of Catelli's *Milk* Macaroni means a great awakening among the Canadian people. They are going to eat more Macaroni —and you grocers are going to sell more, and more, *and more.*

And why not? There is every good reason why you should —every sound, substantial, economical reason why Catelli's Milk Macaroni should become one of the big sellers in every grocery store—in daily demand with sugar and breakfast foods—and far more profitable than either, to the grocer.

A Dinner for 6 for 10c.

Just think of that, Mr. Grocer! One 10c package of this new Milk Macaroni will furnish a dinner for six—and supply more body-building nourishment than fresh eggs, spring chicken or home-made bread.

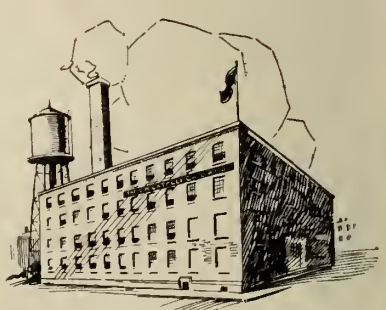
People Are Going to Eat Less Meat and More Macaroni

And you are going to sell more Milk Macaroni, as our advertisements educate the people to try it—and our beautifully illustrated Cook Book shows them how to prepare Catelli's Milk Macaroni in more than a hundred different ways for lunch, dinner and supper.

Catelli's Milk Macaroni is made in the oldest and most modern Macaroni plant in the Dominion. The building is 150 feet by 120 feet and five stories of brightness and cleanliness—built on high ground and well away from the manufacturing section of Montreal.

Everything is here that can save time and labor—reduce the cost (and therefore the selling price)—and enable us to produce Macaroni and other Alimentary Pastes that are absolutely perfect in every way.

We give you the best Macaroni there is —the only Macaroni that is advertised nationally in Canada—and a good profit on every package.



Won't you give us your co-operation? *Order through your jobber to-day.*

The C. H. CATELLI CO., Limited
MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

CATELLI'S MILK MACARONI

is actually made of *Milk*, and the very hardest of the choicest Canadian Hard Wheat. That's why it's different and better than any other Macaroni that even WE have made. As you grocers know, we manufacture about four-fifths of all the Macaroni made in the Dominion.

If your wholesaler cannot supply you, write us and we will see that your order is filled promptly and properly.

The advertising in 52 of the leading daily and weekly papers and magazines starts shortly, and will run steadily.

Stock Catelli's Milk Macaroni and get the benefit of all this advertising.

The
C. H. Catelli Co.
Limited
Montreal

The Price is on the PACKAGE

and it is one of the big things of each of our advertisements. So there is every reason why every grocer should get the full retail price for it.

Catelli's Milk Macaroni—at 10c—pays you an excellent profit. And it is certainly to your advantage to stock the well-advertised, quality brands that bend every effort to give you the full retail price.

How to Cook MACARONI

There are more than a hundred recipes in our beautiful Cook Book, "The Girl At Catelli's"—enough to lend a happy variety to every meal. We send this book, free, on request, so that all your customers may have copies. This will teach them more about macaroni and induce them to buy more at your store.

10¢



EVERYWHERE

If any advertisement interests you, tear it out now and place with letters to be answered.

Canned Vegetables Tending Upwards

Firmer Tone to Tomatoes, Peas and Corn—Beans and Evaporated Apples Firm—More Molasses in Eastern Centres—Teas to Remain High?—More Activity in Spices.

Office of Publication, Toronto, June 8, 1916.

THERE are advances in a number of small lines this week. Winnipeg reports an advance in the price of stuffed olives. It is important to notice that this increase is not duplicated in Eastern Canada and also that it applies to stuffed varieties. The reason for the advance is that the crop of pimentos is very short. There cannot be much money in stuffed olives at prices which have been obtaining. Hence the advance on the ones concerned, which may be followed by others.

The lemon situation is tense. There is a distinct shortage of Messina varieties, due to a short crop in Messina and inadequate freight facilities. A healthy demand coming up against these conditions means firm and higher prices. Oranges are also on the upward grade. Valencia Sweets and Navels are all short, and advancing from day to day.

These are the days when all sorts of deciduous fruits are arriving on various markets. Such lines as apricots, peaches, etc., from California, are making their appearance. Also watermelons and canteloupes are coming. Prices so far are necessarily high, but will come down of course as larger crops come forward.

The position of butter is somewhat interesting. There has been a slight firmness in the market tone for the last two weeks, but this should be understood to be a temporary condition. Exports to England have been going on as usual and in addition, butter has been shipped West. This latter left Ontario shippers high and dry without butter and their purchasing to cover meant an advance of one cent in different markets last week. This is now settled again and as a good index on the market, which is undoubtedly inordinately high, the fact may be cited that Western Ontario buyers are not storing at present prices. Butter will likely go down before it goes up.

Chicago is short on new-laid eggs. This may have a bearing on our own market at a later date. So far as we in Canada are concerned, deliveries of eggs are short during spring months, but ample production is promised for summer and fall. If this is realized we should see fairly normal prices for storage after the turn of the year. The market this week is steady, with good heavy deliveries, fairly well taken care of by demand.

Quebec Markets

Montreal, June 8.—Continuance of cool and rainy weather has upset calculations in many lines, restricting arrival and sale of some and extending the life of others long past their usual time, as in the case of rolled oats. Excess of rain has become a matter of serious concern, as it is reported in some quarters low lying land is under water two weeks later than is usual, so that seeding operations have been held up in districts so affected. Business continues satisfactory both in volume occurring and in state of credits, and predictions are freely made of this being the banner year of the last three. A general feeling of confidence permeates the trade, so that as conditions become more abnormal and upset the people become less so.

Some lines of cocoanut have advanced 1c per lb., and a firm feeling rules in this line. Sugar market is in a stationary position awaiting action on part of refiners. An easier feeling rules in molasses market, with small-sized supplies coming forward now and a full cargo reported on the way. Dried fruit lines are quiet and beans are arousing new interest by added firmness as scarcity becomes more pronounced. Canned vegetable lines have advanced 2½c to trade. Fluctuations in coffee market have ceased and tea market is awaiting trend of newly-opened markets for indication of probable range of this season's prices. California deciduous fruits are

MARKETS IN BRIEF

QUEBEC MARKETS.

FRUIT AND VEGETABLES—
Oranges higher.
Tomatoes firm and high.
Lettuce and potatoes down.
FISH AND OYSTERS—
Declines and large stocks.
Halibut scarce.
FLOUR AND CEREALS—
Rolled oats firm.
Flour inactive.
Feeds decline.
PRODUCE AND PROVISIONS—
Hams up 1c.
Hogs and lard easier.
Barrelled pork up $1.
Cheese and butter decline.
GENERAL MARKETS—
Canned goods up 2½c doz.
Evaporated apples and beans firmer.
Cocoanut up 1c.
Molasses coming forward.

ONTARIO MARKETS.

FLOUR AND CEREALS—
No change in flour.
All markets quiet.
Feeds seasonably dull.
FISH AND OYSTERS—
Lake trout ample
Whitefish still scarce.
Big demand for mackerel.
FRUITS AND VEGETABLES—
Watermelons on market.
Apricots and peaches too.
Plums from California.
Declines in many lines.
New potatoes down.
PRODUCE AND PROVISIONS—
Hogs slightly easier.
Butter too high to store.
Eggs short in Chicago.
Cheese levels down.
GENERAL GROCERIES—
No change in sugar.
Teas firm in London.
Beans very scarce.
Demand for peppers.
Glass going up.

MANITOBA MARKETS.

FLOUR AND CEREALS—
No quotations changed.
Feeds still in demand.
Eastern quotations higher.
Wheat market very quiet.
Flour business fair.
PRODUCE AND PROVISIONS—
Further decline in hogs.
Meat quotations unchanged.
Hogs expected up again.
Eggs jump to 25c per dozen.
Cheaper eggs coming.
Butter declines again.
No. 1 creamery, 30c; No. 2, 29c.
Cheese considerably higher.
FRUIT AND VEGETABLES—
Strawberries still at $4.
Florida pineapples coming.
Local rhubarb now on market.
No cauliflowers available.
Valencia oranges jump.
Both lemons and oranges high.
FISH AND POLTRY—
Whitefish this week.
Salmon scarce, up to 18c.
Lots of fresh fish arriving.
Poultry unknown quantity.
GENERAL GROCERIES—
New prices on soap.
Matches and fruit jars up.
Seedless raisins advance.
New ammonia quotations.
Chloride of lime $5 case.
Bean market excited.
Sugar going up again.
Gallon apples up 5c case.
Tapioca and sago higher.
New currant prices announced.

beginning to appear on market; fish are plentiful and low; feeds have declined sharply, and flour lines are quiet; hog products and lard are easier, and hams are up.

SUGAR.—Prices remain unchanged in New York sugar market, which continues to be in condition of waiting on possible action on part of refiners who are stated to be in position which will necessitate early buying on their part. Such action might be expected to act on price of refined. It is pointed out that raws are now in such strong hands that refiners by holding off buying can no longer adversely affect price of same, as in previous years, so that tone of market develops additional strength with each added day of inactivity. Feeling is one of firmness for future. Cooperage strike has been settled and export demand has declined. Raws are quiet and steady, with all offerings firmly held at 5⅜c, and Cuba reports only 32 centrals still grinding and number steadily decreasing. The steady reduction of the crop in Cuba continues, and receipts for May were only 49,000 tons, as against 83,000 exported.

Local demand is dull. In some quarters this condition is blamed on price of sugar, which has checked demand to remarkable degree; whilst other opinion is that dullness is caused by fact that retailers' needs were largely covered ahead of advances, thus making present purchases unnecessary. Condition of fruit crop is eagerly awaited for indications of cheap fruit to stimulate this demand.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	8 20
20 lb. bags	8 30
2 and 5-lb. bags	8 50
Extra Ground Sugars—	
Barrels	8 55
50 lb. boxes	8 75
25 lb. boxes	8 95
Yellow Sugars—	
No. 1, 100 lb. bags	7 80
Dark yellow, 100 lb. bags	7 60
Bright yellow, bbls. only, cwt.	8 05
Powdered Sugars—	
Barrels	8 35
60 lb. boxes	8 55
25 lb. boxes	8 75
Paris Lumps—	
100 lb. boxes	8 80
50 lb. boxes	8 90
25 lb. boxes	9 10
Crystal Diamonds—	
Barrels	8 80
100 lb. boxes	8 90
50 lb. boxes	9 00
25 lb. boxes	9 20
Cartons	9 45
Half cartons	10 15
Crystal Dominoes, cartons	9 65

MOLASSES AND SYRUPS.—Prices remain unchanged, but a more optimistic tone prevails in market as to arrival of stocks with shipments of single puncheons beginning to arrive in sufficient quantity to care for most pressing demands and a full cargo reported on the way and expected to determine range of prices. New Orleans molasses and various syrups continue to profit by shortage of Barbadoes stocks.

Prices on corn and cane syrups continue unchanged, with firmness well maintained by good demand and relative position of molasses market.

	Prices for Fancy.	Choice.
Barbadoes Molasses—	Island of	Montreal.
Puncheons	0 59	0 51
Barrels	0 62	0 54
Half barrels	0 64	0 56

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04½
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 5¼c; ½ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80

DRIED FRUITS.—Prices remain unchanged, with firmness of currant lines feature of quiet, steady market. Stock and price conditions of prunes are unchanged; Santa Claras are offering at 5c on bulk basis, with premium of ½c on 40's to 50's and 1½c on 30's to 40's. Crop conditions are unchanged on apricots and market higher. European buyers are showing only slight interest at Coast, although outlook is for fair demand and light crop. Peach association is expected to control 80 per cent. of crop, but is not yet in strong enough position to guarantee prices, although it guarantees growers at least 5c on bulk basis for futures, and outlook is said to be for higher prices. Raisins are quiet, and condition of import trade is expected to determine prices, but is as yet an unknown quantity.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	....	0 09½
Apples, choice winter, 50-lb. boxes	....	0 09
Apricots	0 14	0 15
Nectarines, choice	....	0 11½
Peaches, boice	....	0 08
Pears, choice	....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	0 24	0 25
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	....	0 12½
Filiatras, packages, new	....	0 13
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	....	0 10
Fards, choicest	....	0 12½
Hallowee, loose, new	....	0 09½
Hallowee, 1-lb. pkgs.	....	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11	0 12
40 to 50, in 25-lb. boxes, faced	....	0 10¾
50 to 60, in 25-lb. boxes, faced	....	0 10
60 to 70, in 25-lb. boxes, faced	....	0 09½
70 to 80, in 25-lb. boxes, faced	....	0 09
80 to 90, in 25-lb. boxes, faced	....	0 08½
90 to 100, in 25-lb. boxes, faced	0 08	0 08
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels, loose, 3-crown, lb.	....	0 09
Muscatels, 4-crown, lb.	....	0 09½
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 10½	0 11
Choice seeded, 16 o. pkgs.	0 10¾	0 10½
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

SPICES.—Prices remain unchanged to trade, but nominal condition of market continues to be maintained in principal jobbing centres, where an easier feeling predominates on an inactive market. Local conditions tend to maintain more strength in feeling of local market.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	....—0 16	....—0 09	....—0 23
Cassia	....—0 29	....—0 85	....—0 35
Cayenne pepper	....—0 28	....—....	....—0 35
Cloves	0 30—0 32	....—0 90	....—0 39
Cream tartar—55 to 67c.			
Ginger, Cochin	....—0 28	....—....	....—0 29
Ginger, Jamaica	....—0 25	0 90—1 00	....—0 31
Mace	....—0 80	....—....	....—1 00
Nutmegs	0 45—0 45	....—0 45	....—0 80
Peppers, black	....—0 28	0 85—0 90	....—0 26
Peppers, white	....—0 35	1 15—1 20	....—0 37
Pastry spice	....—0 22	0 95—1 20	....—0 29
Pickling spice	0 16—0 18	....—....	....—....
Turmeric	0 21—0 23	....—....	....—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	....	12-15

RICE AND TAPIOCA.—Prices are unchanged and well maintained, in spite of appearance of less active demand in keeping with season of year. Freights continue to be factor of first importance, together with shortage in spot stocks, and combine with the latter to make firmness a permanent feature that is maintained, regardless of minor and opposing influences.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	4 30
"C.C."	4 10
India bright	4 45
Lustre	4 50
Fancy Rices—	
Mandarin, Patna	4 60
Pearl	5 10
Imperial Glace	5 80
Sparkle	6 40
Crystal	5 70
Snow	5 30
Ice drips	5 40

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

	Per lb.	
Imported Patna—		
Bags, 224 lbs.	....	0 06
Half bags, 112 lbs.	....	0 06½
Quarter bags	....	0 06¾
Velvet bead Carolina	0 08	0 09
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 11	0 12
Seed, lb.	0 10½	0 11

DRIED VEGETABLES.—Beans have developed additional strength, and hand-picked are now going at $4.50 per bushel to jobbers, and advances to trade of from 10c to 20c are occurring, and good beans so scarce that prices show great differences. They are determined by urgency of need and very irregular, although poor quality stuff is present in ample quantities, with but few takers. Excitement of local market has resulted from speculation on part of Michigan buyers in available stocks of good quality beans following scarcity that has developed since Government stewed beef contracts absorbed surplus stocks.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 30	4 45
Canadian, hand-picked	4 90	5 10
Canadian, 5-lb. pickers	....	4 10
Yellow eyes, per bushel	....	4 20
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 00	3 25
Peas, split, bag, 98 lbs.	....	6 00
Barley, pot, per bag	....	3 00
Barley, pearl, lb.	0 04½	0 05

TEA.—Volume of trade passing continues to be satisfactory, more especially in this province as compared to Ontario, which local dealers state is beginning to show signs of being overstocked. Prices remain unchanged, and are largely awaiting trend of new crop on primary markets before taking definite direction. Calcutta market opens this week; quality is stated to be irregular, but prices on same basis as closing are expected by trade. Cables on Japan market continue favorable, and quality good, with market for blacks as strong as ever. Increase of

stocks in Formosa has caused easier feeling there; good Ceylons are firmer and poor stuff easier, and Colombo reports are strong. It is estimated that the army will absorb 50,000,000 lbs. this year—a fact that largely determines strong feeling of market.

COFFEE.—Prices are unchanged, and with cessation of fluctuations on New York market, that caused advances there of 1/8c. Market there has dropped back slightly below Brazil level, and a better feeling of steadiness prevails in consequence. Local trade continues to report.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 22	0 24
Java, lb.	0 33	0 38
Maracaibo, lb.	0 22	0 23
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 18½	0 21
Santos, lb.	0 21	0 23
Chicory, lb.	0 12	0 14

NUTS.—Prices remain unchanged and firm, with no features of interest in market occurring. Good sales of shelled walnuts at advanced prices are passing, with firmness well maintained. Large stocks of peanuts are reported from Japan, but movement is held up by lack of shipping space.

Almonds, Tara, new	0 15	0 15½
Grenobles	0 16	0 16½
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 33	0 34
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 15½	0 16
Filberts, shelled	0 32	0 34
Pecans, large	0 19	0 21
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 08¼	0 12½

CANNED GOODS.—Prices on tomatoes, corn, peas and string beans have been advanced 2½c doz. to trade, and spot market is strong in sympathy with general strong position of whole line, which has been added to by reports of delay in seeding and planting, as result of wet ground. Canners are sold out on several lines as result of general low condition of stocks.

Norwegian sardines are practically off import market as result of heavy British purchases at, it is said, 100 per cent. advance over last year. Herrings are high and firm, and several lines of salmon are reported to have been sold out.

Ontario Markets

Toronto, June 8.—Despatch from Winnipeg announces an advance in the price of olives amounting to 10 per cent. Concerns handling olives here have not advanced nor do they think of doing so at the moment. On the other hand they conclude that, so far as stuffed olives at any rate are concerned, an advance would be abundantly justified. There is a great scarcity of pimentos, and stuffed olives are being sold at present, if not at a loss, at any rate at no considerable profit. Unstuffed olives, however, are certainly not advanced nor does there appear to local packers at this juncture, any reason why they should be.

Glassco jams are higher. Last week aother concern was reported in these columns as having advanced and it was pointed out that glass prices were a factor. Glass has advanced more than most materials during wartime and it is impossible to put out products in sealers and glass jars to-day, at pre-war prices, without incurring loss. Belgium was the great glass country of the world and it, of course, is exporting none at all, nor has been doing for the past year and a half.

There is a distinct shortage in lemons noticeable, and reference to our fruit columns will show advances in price. It is difficult to get lemons from Messina. This is one more result of the awkward freight situation. Oranges are also short. Valencias and navels are both way up. There is a big demand and supplies are light.

SUGAR.—The market is distinctly a waiting one. Locally, the trade seems to have stored up fairly well, and is not in a buying mood at the moment. There is, however, a latent firmness and general opinion seems to be in favor of higher prices just as soon as trade is active in purchasing. It is unwise to predict with any positiveness however. So far as New York is concerned, the situation alters little from day to day. Raws are steady in tone, heavy rains in Cuba are a bullish influence. It is reported that countries other than the Allies are enquiring with a view to placing large orders for refined.

Extra Granulated Sugars, Montreal Refined—per 100 lbs	
100 lb. bags	8 26
20 lb. bags	8 36
10 lb. bags	8 41
2 and 5-lb. cartons	8 41
Nova Scotia refined, 100-lb. bags	8 16
New Brunswick refined, 100-lb. bags	8 11
Extra Ground Sugars—	
Barrels	8 26
50 lb. boxes	8 66
25 lb. boxes	8 96
Powdered Sugars—	
Barrels	8 36
25 lb. boxes	8 86
Crystal Diamonds—	
Barrels	9 81
100 lb. boxes	8 91
50 lb. boxes	9 01
Cartons (20 to case)	9 86
Cartons (50 to case)	10 96
Crystal Dominoes, carton	10 21
Paris Lumps—	
100 lb. boxes	8 91
50 lb. boxes	9 11
25 lb. boxes	9 11
Yellow Sugars—	
No. 1	7 56

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

MOLASSES.—Apparently this market is not sharing in the bear movement in molasses reported at Eastern points. As far as regards low grades, sales were made this week at 5c in advance of our low price of 35 cents; such sale was made after reported heavy shipments got to Canada. Of course, Toronto is no index to the general condition of molasses; so little is handled here. Fancy grades, which have dropped as low as 57c in St. John, hold up firmly here and we have made no change in our price of 65c as high point. There has been no indication by houses here of sales lower than 58c, which has been low point with good demand.

Syrups show no disposition to advance or decline. Steady volume of trade is passing.

Corn Syrups—		
Barrels, per lb., 4c; ½ bbls., 4¼c; ¼ bbls.		0 04½
Pails, 38½ lbs., $1.95; 25 lbs.		1 50
Cases, 2 lb. tins, 2 doz. in case		2 75
Cases, 5 lb. tins, 1 doz. in case		3 15
Cases, 10 lb. tins, ½ doz. in case		3 05
Cases, 20 lb. tins, ¼ doz. in case		3 00
Cane Syrups—		
Barrels, lb., 4¾c; ½ bbls.		0 05½
Cases, 2 lb. tins, 2 doz. in case		4 80
Molasses—		
Fancy, gallon	0 60	0 65
West India, bbls.	0 35	0 38

TEAS.—A cable reports Monday's Indian auction, as firm, though not actually higher. No cable is to hand re the Ceylon auction on Tuesday as yet. It is, by all accounts, a waiting market. The tendency is to await developments in the East. Formosas are easier, and that makes for conservation.

Colombo is steady, is strong in advances while London opinion is very well reflected in the following view of a U.S. authority:

"We do not consider the present stock at all excessive, and see no reason to doubt that a high level of prices will continue to rule on this market during the summer.

"Should the shipments from Ceylon to this country reach 16,000,000 lbs. during May, as estimated, the shipments for the eight months, October, 1915, to May 1916, after making allowance for the loss on the steamer Clan Campbell, will still show a net loss of about 11,000,000 lbs. compared with the previous corresponding period. This, in our opinion, will be sufficient to keep this market firm, and ensure that the Indian surplus coming to this country is easily absorbed.

"The probability of a further duty payment rush in June [illegible]ly must be kept in mind, as well as the increasing demand for the supply of forces. We estimate that the forces must require at least 50,000,000 lbs. this year."

DRIED FRUITS.—Prices on seedless raisins are up 1½c, and are firm at that. The reason is simply shortage. Old crop stuff is scarce everywhere. New crop, at the Coast, is at a stand still.

There is a firm feeling in future prunes and active buying. This is a contrast with last week, when trouble at the Coast seemed to have pulled up any activity quite short. Old prunes are held firmly, though buying is weak, fresh fruits being so much in demand.

Apricots, which by the way are especially early this year, are firm and high, futures being held in New York as high as 11¾c. The Coast seems to think it has the situation well in hand, because there is likely to be a crop of not more than 10,000 tons. Last year it was 18,000, and even that was below normal.

Currants remain firm and high. Stocks in New York and this market are slender

and growing is poor in Greece this year. Add to those conditions a poor freight service, and a strong market may well be augured.

All dates are very firm, and there is some disparity in quotations. Average is struck, however, about the figures given below, which may be high or low, according to where you buy.

Apples, evaporated, per lb.	....	0 09½
Apricots—		
Std., 25's, faced	0 12	0 12½
Choice, 25's, faced	0 13½	0 14
Extra choice, 25's, faced	0 14½	0 15
Fancy, 25's, faced	0 15½	0 16
Candied Peels—		
Lemon	0 18	0 20
Orange	0 18	0 20
Citron	0 23½	0 25
Currants—		
Filiatras, per lb.	0 15	0 16
Patras, per lb.	0 16	0 17
Vostizzas, choice	0 16	0 17½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Pa..ckage dates	0 10	0 10½
Hallowees	0 08½	0 09
Prunes—		
30-40s, California, 25-lb. boxes	0 13	0 13½
40-50s, 25-lb. boxes	0 10¾	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09¼	0 09½
70-80s, 50-lb. boxes	0 08½	0 08¾
80-90s, 50-lb. boxes	0 08¼	0 08½
90-100s, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 07	0 07½
Stds., 50-lb. boxes	0 06¾	0 07
Choice, 25 lbs., faced	0 07½	0 07¾
Extra choice, 25 lbs., faced	0 07¾	0 08
Fancy, 25 lbs., faced	0 08¾	0 09
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	....	0 10
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 13	0 13½
Seedless, 12 oz. packets	....	0 11
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

NUTS.—There is little to report; market is somewhat featureless as far as present conditions are concerned. Future walnuts are firm, shelled varieties being particularly strong. No prices are stable as yet. Almonds are quiet. Other lines experience hand-to-mouth demand only.

In Shell—	Per lb.	
Almonds, Tarragona	0 15¾	0 16½
Brazils, medium, new	0 16	0 18
Brazils, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, bags 110 lbs.	0 14	0 14½
Peanuts, Jumbos, roasted	0 13½	0 14½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14¾	0 15½
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 12½	0 13½
Shelled—		
Almonds	0 40	0 42
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 60	0 65
Walnuts, new, halves	0 34	0 37
Broken	0 31	0 32

RICE AND TAPIOCA.—Better demand is apparent in rice, which comes up against continued scarcity, making additional strength. The freight situation does not clear much; stocks are slight in all markets. Principally better grade lines are in demand.

Tapioca is firm; stocks, as in case of rice, are slender. As to futures, news is bad rather than good from point of view of price. Demand is better than usual.

Rice—		
Rangoon "B," per cwt.	....	4 50
Rangoon "CC," per cwt.	....	4 40
Rangoon, fancy, per cwt.	4 38	5 55
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 11	0 12
Seed, per lb.	0 11	0 13

SPICES.—It is reported that the Lampong crop of peppers will be much lower than last year. Black and white peppers are both firm, though not up from our old figures. Cloves are much more active, and trade is beginning to buy. The all-round condition seems to be that the trade is but lightly stocked and must fill up shortly.

Spices—	Compound, per lb.	Pure, per lb.
Allspice, ground	....—0 20	0 17—0 19
Allspice, whole	....—....	....—0 15
Arrowroot	....—....	0 15—0 20
Bay leaves	....—....	....—0 20
Bicarb. soda	....—....	....—0 23½
Caraway seeds	....—....	....—0 25
Cassia, whole	....—....	0 26—0 32
Cassia, ground	0 16—0 18	0 26—0 34
Cayenne	....—....	0 30—0 35
Cayenne, Jap. cbillies	....—....	....—0 40
Celery seed	....—....	0 45—0 50
Celery salt	....—....	0 30—0 35
Celery pepper	....—....	0 30—0 35
Cinnamon, Batavia	....—....	0 30—0 40
Cloves, whole	....—....	0 40—0 45
Cloves, ground	0 18—0 22	0 35—0 45
Coriander seed	....—....	0 12—0 13
Cream of tartar	0 25—0 30	0 48—0 52
Curry powder	....—....	0 30—0 35
Ginger, Cochin	0 15—0 17	0 22—0 25
Ginger, Jamaica, ground	0 18—0 21	0 25—0 30
Ginger, Jamaica, whole	....	0 28—0 30
inger, African, ground	....—....	0 14—0 18
Mace	....—....	0 85—1 00
Mustard, pure	....—....	0 28—0 30
Mustard seed	....—....	0 20—0 25
Nutmegs, brown, 64s, 55c; 80s, 45c; 100s	....—....	0 35—0 40
Nutmegs, ground, bulk, 30-35c; 1 lb. tins	....—....	0 37—0 42
Pastry spice	....—....	0 25—0 30
Paprika	....—....	0 35—0 40
Peppers, black, ground	0 14—0 18	0 25—0 30
Peppers, black, whole	....—....	0 24—0 29
Peppers, white, ground	0 19—0 24	0 35—0 40
Peppers, white, whole	....—....	0 30—0 35
Pickling spice	....—....	0 18—0 23
Sage	....—....	0 45—0 50
Saltpetre (chili)	....—....	....—0 10
Thyme	....—....	....—0 26
Turmeric	....—....	0 20—0 22

BEANS.—There is no let-up in the strength to this market. Few cars are in sight. This has probably been the worst season for beans in years. Prices are higher and demand is greater proportionate to stocks on hand than for a long, long time. This is particularly true with regard to good quality stuff, and of late years the purchaser has shown that he wants prime stuff. This latter is not so scarce, though, at that, short enough. Split peas continue to get good business. There is a good healthy demand and near-shortage keeps up a strong tone.

Beans, choice primes, bush.	4 40	4 50
Beans, hand-picked, bushel	....	4 75
Peas, blue, bushel	3 50	3 60
Split, lb.	0 05	0 05¼

CANNED GOODS.—All canned vegetables remain very firm, and the market is regarded as an advancing one. Different prices are quoted by wholesale trade, though, of course, there is one standard price to them. One or two men on the street are in strong position with regard to tomatoes, and are selling at attractive figures. Peas and corn remain firm, with consistently good call from trade, which evidently realizes the fact that present prices will not be bettered, and in all probability will be left behind in a month or two.

Manitoba Markets

Winnipeg, June 8.—Olives are again showing advancing tendencies, and future prices are running about 10 per cent. above present quotations. Both matches and fruit jars show an upward tendency. Royal Crown Soaps announce a number of price changes, but the chief of these is in their transparent lines. The following are being offered now at $1 per dozen less 20 per cent.:—Rose Geranium, Crown Violet, Tar of Glycerine, and Tango. They also announce an advance in sal soda, amounting to 100 per cent. This line was formerly quoted at 60c per 50-lb. sack; to-day's quotations are $1.20.

Glassco's announce new prices on jams. Some of their best sellers now run as follows:

	4-lb. tins	2-lb. tins, per doz.	16-oz. glass
Strawberry	66½c	$3 70	$2 45
Red raspberry	60½c	3 65	2 45
Black raspberry	60½c	3 65	2 45
Black currant	60½c	3 65	2 45

Seedless raisins are up, and are now quoted 10¾c per 12-oz. packages. Seidlitz powders have advanced to $2.60 per doz. Ammonia, in one pint bottles, is now 85c per dozen. Nestle's Food has gone away up, and is $5.25 per doz. for 1's. Wilson fly pads advanced on June 1st to $3.25 per box of 50 packets. An advance of 1½c per lb. has gone into effect on currants; quotations now on dry cleaned, 12¼c; wet cleaned, 12¾c. Chloride of lime has advanced to $5 per case. As was expected, tapioca has gone up again, and is offered now at 9c, and sago 8¾c. New quotations on lobsters are: Halves, $3.20; quarters, $2.

SUGAR.—The decline announced recently in Atlantic and B. C. sugar was short-lived. The raw market continued firm, and the Atlantic Sugar Refinery has returned to the former level. On May 30th, the B. C. Sugar Refinery Co. also advanced 15c, bringing them back to where they were. Other refiners did not change in the first instance, and are still quoting on a basis of $8.80. The demand has been little affected; stocks held are good. Strikes continue in Cuba, but when these are settled, raws will probably advance again. Refiners should soon be going into the market, as the weather will soon favor consumption.

Sugar, Eastern—	in sacks. Per cwt.
Standard granulated	8 80
Extra ground or icing, boxes	9 65
Extra ground or icing, bbls.	9 35
Powdered, boxes	9 45
Powdered, bbls.	9 25
Hard lump (109-lb. case)	9 75
Montreal yellow, bags	8 40
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 75
Halves, 90 lbs., per cwt.	8 85
Bales, 20 lbs., per cwt.	8 85
Powdered, 50s	9 40
Powdered, 5s	9 65
Icing, barrels	9 40
Icing, 50s	9 60
Cut loaf, barrels	9 70
Cut loaf, 50s	9 90
Cut loaf, 25s	9 95
Sugar, British Columbia—	
Extra standard granulated	8 80
Bar sugar, bbls.	9 25
Bar sugar, boxes, 50s	9 35
Icing sugar, bbls.	9 35
Icing sugar, boxes, 50s	9 65
H. P. lumps, 100-lb. cases	9 75
H. P. lumps, 25-lb. boxes	9 95
Yellow, in bags	8 40

SYRUPS AND MOLASSES.—There is no change in the situation as regards cane and corn syrup, nor in molasses.

The market on the latter is still firm, and brokers state that if there is any change at all, it will probably be upward. On the other hand, a schooner arrived in St. John, N.B., last week with a cargo, which eased off the situation there.

Corn Syrup—	
2s, per case 2 doz.	2 88
5s, per case 1 doz.	3 23
10s, per case, ½ doz.	3 11
20s, per case ½ doz.	3 12
½ barrels, by the lb.	4 65
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	4 05
5-lb. tins, 1 doz. to case, per case	4 75
10-lb. tins, ½ doz. to case, per case	4 45
20-lb. tins, 3 tins to case, per case	4 35

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes, ½ bbls., per gal.	0 65
New Orleans	0 28
New Orleans, tins, 24 x 2 lb. case, $2.20; 24 x 3 lb. case, $3; 12 x 5 lb., $2.60; 6 x 10 lb., $2.55.	

DRIED FRUITS.—There is an upward tendency for all lines of California dried fruits. Apricots are especially firm just now on account of a shortage in last year's crop, which is pretty well cleaned up. The association for the control of peaches is now an accomplished fact, and will control 80 per cent. of next year's crop. As the association has guaranteed prices to growers, prices for next year will likely be 2½c higher. Brokers advise that supplies of seedless raisins are getting short, and that quotations are gradually advancing. The California Associated Raisin Co. have advised jobbers through their local representatives to cover their requirements at once for September-October shipment, as there is liable to be a car shortage at a later date. They offer 1916 crop of freshly seeded raisins for shipment up to September 20 at present prices, guaranteed against declines, and argue that the demand is so heavy for Oct.-Nov. shipment, railways this year expect the biggest shortage of cars in history. Jobbers state it is practically impossible to buy currants in Greece of a quality good enough to bring across the water. Evaporated apples are little changed; the market has been low, and remains there. Prunes are tending up slightly. There is a comparatively new line on the market here which is having a big sale, but is hard to get—evaporated loganberries. It is said to be a cross between the red raspberry and the blackberry, and is put up by the packers in local packages as well as in bulk for pie bakers. There is a change in local quotations on seedless raisins, which are now 10¾c for 12-oz. packages. Currants locally have advanced ¼c per lb., dry cleaned being 12¼c and wet cleaned 12¾c.

Dried Fruits—		
Evaporated apples, choice, 50's		0 08½
Evaporated apples, choice, 25's		0 08¾
Pears, choice, 25's		0 12½
Apricots, choice, 25's		0 13½
Apricots, choice, 10's		0 14½
Peaches—		
Choice, 25-lb. boxes		0 07
Choice, 10-lb. boxes		0 08
Currants—		
Dry cleaned		0 12¼
Wet cleaned		0 12¾
1 lb. package Amalias		0 13
2 lb. package		0 26
Dates—		
Hallowee, loose, per lb.		0 09
Hallowee, 12-oz. pkgs.		0 09¼
Raisins, California—		
16 oz. fancy, seeded		0 10¼
16 oz. choice, seeded		0 09½
12 oz. fancy, seeded		0 08¾
12 oz. choice, seeded		0 07½
Raisins, Muscatels—		
3 crown, loose, 25's		0 08⅞
3 crown, loose, 50's		0 08⅝
Raisins, Sultanas—		
California, 50's, fancy bleached		0 16¾
California, 25's, fancy bleached		0 17
16-oz. pkgs.		0 17½
Raisins, Cal. Valencias—		
25-lb. boxes		0 09
50-lb. boxes		0 09⅞
Prunes—		
90 to 100, 25s		0 07¼
80 to 90, 25s		0 07¾
70 to 80, 25s		0 08⅜
60 to 70, 25s		0 09
50 to 60, 25s		0 09½
40 to 50, 25s		0 10⅜
Peels—		
Orange, lb.		0 18½
Lemon, lb.		0 18
Citron, lb.		0 21¾

DRIED VEGETABLES.—The Michigan bean market is excited on account of shortage, and higher prices are prevailing in primary market. Local stocks are not exceptionally heavy, and there is possibility of an advance to the dealer in the future, as a high-grade bean is practically unobtainable now in primary market. There is nothing startling as regards peas. Splits continue comparatively easy. The reason for the advance in whole peas is said to be the fact that Government rations for soldiers contain whole peas; thus the market has been pretty well cleaned up, leaving fairly good stocks of splits on the market.

Beans—		
White beans, hand-picked, bushel		4 70
White beans, 5-lbfl pickers, busbel		4 30
California Lima Beans—		
80-lb. sacks		0 07¼
Barley—		
Pot, per sack, 98 lbs.		3 20
Pearl, per sack, 98 lbs.		4 35
Peas—		
Split peas, sack, 98 lbs.		5 50
Whole peas, bushel		3 30

RICE.—Market is still firm with possibilities of higher prices. For a long time we have drawn the attention of the trade to fact that tapioca and sago primary markets have been advancing right along, and it was only to be expected that eventually prices to the trade would have to go up. Quotations to-day are much higher, tapioca being 9c per lb. and sago 8¾c.

Rice and Tapioca—		
No. 1 Japan, per lb., 100-lb. bags		0 05¾
No. 2 Japan, per lb., 100-lb. bags		0 04¾
Siam, per lb., 100-lb. bags		0 04⅝
Patna, per lm., 100-lb. bag		0 07¼
Carolina, per lb., 100-lb. sacks		0 08⅝
Sago, pearl, sacks, per lb.		0 08¾
Tapioca, pearl		0 09

SPICES.—The market remains about the same, with no particular feature.

Allspice, ground	0 11½	0 14½
Cassia, ground		0 22
Cream of tartar, 98% guaranteed	0 56	0 58
Cloves, whole		0 26
Cloves, ground		0 28
Ginger, Jamaica, ground	0 22½	0 23⅜
Nutmegs, ground	0 25	0 30
Pepper—		
Ground, black, 10-lb. boxes		0 27
Ground white, 10-lb. boxes		0 31
Whole, white		0 31½

COFFEE.—Offers have been received on new crop Santos for delivery August-September at prices ranging 1½c per lb. above those of last year. Mexican coffees continue scarce and hard to secure.

Coffee—		
Green, choice, No. 7 Rio		0 14¼
Green, choice, No. 5 Rio		0 15½
Green Santos		0 18½
Roasted, Rio, in bulk, bbls.	0 18	0 20
Roasted Santos	0 23	0 25
Maracaibo, green	0 19	0 20
Chicory, lb., Canadian, 14-lb. tins		0 10½

CANNED GOODS.—Tomatoes are attracting considerable attention just now, as it is well known that the canners are cleaned up; as the new pack will not be ready before October, there is a possibility of a scarcity and high prices. Fair stocks are held by Winnipeg jobbers, but this is a line which sells well the whole year round. If buying this summer is up to average, there is a possibility of stocks running low before the new pack comes in. Quotations on Hawaiian pineapple, new pack, which are gradually growing in favor in Canada, have advanced about 5 per cent. over opening prices, which were only announced a few weeks ago. Some packers, it is stated, have withdrawn from the market, as they have already sold entire estimated pack for the coming season. An advance has taken place in the local market on gallon apples, amounting to 5c per case; quotations to-day are $1.70.

BRITISH COLUMBIA MARKETS

By Wire

Vancouver, June 7.—Southern vegetables are scarce on this market on account of California shipping trouble; lemons $4.50 and $5. Oranges are $3.50 and $4.25. Potatoes twenty dollars to thirty dollars; dried fruit, apples apricots, peaches are firm, butter and cheese is firm; fresh eggs thirty-four cents.

Produce and Provisions—		
Butter, creamery, per lb.	0 37	0 37½
Butter, New Zealand, lb.		0 40
Cheese, per lb., large, 21c; twins		0 21½
Cheese, Stilton, lb.		0 33
Eggs, local, fresh		0 34
Lard, 3's, per case		8 55
Lard, 5's, per case		8 45
Lard, 10's, case		8 40
Lard, 20's, each		10 90
Hams, mild		0 22
Hams, picnic		0 14½
Bacon, light		0 24½
General—		
Almonds, shelled, lb.		0 40
Cream of tartar, lb.		0 55
Cornmeal, bail		3 00
Flour, best patents, per bbl.		7 70
Grapefruit, Florida, case		6 00
Lemons, box		5 00
Potatoes, Ashcrofts, per ton	20 00	30 00
Potatoes, local, ton		20 00
Rolled oats, bail of 80 lbs.		2 80
Onions, Oregon, cwt.		1 50
Oranges, new, navel, box	3 50	4 25
Rice, 50's, sack		1 90
Sugar, standard gran., per cwt.		8 90
Walnuts, shelled, lb.		0 45
Walnuts, Manchurian, lb.	0 14	0 16
Canned Goods—		
Apples, gals., 6-case		1 60
Beans, 2's		2 10
Corn, standard, per 2 doz. case		2 15
Peas, standard, per 2 doz. case		2 10
Plums, Lombard, 2's, case		1 90
Peaches, 2½'s, case		4 00
Strawberries and raspberries, 2's, case		4 50
Salmon—		
Sockeye, 1's, 4 doz. case		9 00
Sockeye, ½'s, 8 doz. case		10 75
Pinks, 1's, 4 doz case		4 00
Dried Fruits—		
Apricots, per lb., 11c; Apples, lb.		0 12
Prunes, 70-80, 25's, lb.		0 08
Currants, per lb.		0 12
Raisins, seeded, lb.		0 09¼
Peaches, per lb.		0 06¾
White figs, per lb.		0 07½

ALBERTA MARKETS (EDMONTON)

By Wire.

Edmonton, June 7.—Edmonton business continues good through city and district. Considerable fluctuation in tea market is causing several staple lines to advance 1c to 4c per package of tea. Sugar advanced 15c. Granulated now $9.35 a hundred: this increase covers decline which took place a few days ago.

Domestic fish increases; prices now ruling on fall shipment.

General—		
Beans, small white Japan, lb.	....	0 08
Flour, No. 1 patent, 98's	3 40	3 55
Molasses, extra fancy, gal.	....	0 77
Rolled oats, bail	....	3 00
Rolled oats, 80s	....	2 60
Rice, Siam, cwt.	....	3 90
Potatoes, local, per bush.	55	0 60
Sago and tapioca, lb.	....	0 10
Sugar, pure cane, granulated, cwt.	....	9 35
Shelled walnuts, finest halves, lb.	....	0 35
Shelled walnuts, broken, lb.	....	0 28
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 19	0 22
Butter, creamery, lb.	....	0 35
Butter, No. 1, dairy, lb.	....	0 25
Lard, pure, 5s, per case	....	10 30
Bacon, smoked backs, per lb.	....	0 23½
Bacon, smoked bellies, per lb.	....	0 24
Lard, pure, 3s, per case	....	10 35
Eggs, new laid, per doz.	....	0 22
Eggs, case	....	7 50
Canned Goods—		
Tomatoes, 3s, standard, case	....	3 10
Tomatoes, gals., case	....	2 25
Corn, 2s, standard, case	....	2 35
Peas, 2s, standard, case	....	2 45
Apples, gals., Ontario, case	....	1 95
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 60
Salmon, finest sockeye, talls, 48xls, cs.	....	9 65
Salmon, pink, talls, 48xls, per case	....	4 25
Lobster, ½s, per doz.	....	3 00
Dried Fruits—		
Currants, lb.	....	0 13½
Evaporated apples, 50s, per lb.	....	0 12
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 15
Pears, choice, 25s, per lb.	....	0 14
Prunes, 90-100	....	0 07½
Sultana raisins, Cal., extra fancy	....	0 15
Valencia raisins, Cal., lb.	....	0 10
Fruits and Vegetables—		
Apples, No. 1, box	2 00	2 25
Apples, cooing, box	1 75	2 00
Bananas, lb.	....	0 05
Grapefruit, Florida, case	4 75	5 00
Oranges, navels, case	3 75	4 25
Onions, B.C., ton	....	25 00
Lemons, case	4 50	5 00
Strawberries, 20 baskets, Cal.	....	3 50
Strawberries, Louisiana	....	3 35
Rhubarb, 40 lbs.	....	1 60

ALBERTA MARKETS (CALGARY)

By Wire.

Calgary, June 7.—Small white beans up to 8½c. Rolled oats, 80's, are $2.65. Sago and tapioca now quoted at 10c. Ontario cheese is easy and offering at 20-21½c. Prunes firm; ninety-hundreds are now 8½c. Evaporated apples are cheaper at 10-10½c. Thread cocoanut will be higher; present quotations 20c to 22c. Manchurian shelled walnuts (halves), 38c for fresh arrivals. Market bare of all old vegetables. Onions very scarce.

General—		
Beans, small white Japan, lb.	....	0 08½
Flour, No. 1 patent, 98's	3 40	3 55
Molasses, extra fancy, gal.	....	0 75
Rolled oats, bail	....	3 00
Rolled oats, 80s	....	3 05
Rice, Siam, cwt.	4 50	4 75
Potatoes, local, per bush.	0 60	0 75
Sago and tapioca, lb.	....	0 10
Sugar, pure cane, granulated, cwt.	....	9 25
Shelled walnuts, finest halves, lb.	....	0 49
Shelled walnuts, broken, lb.	....	0 30
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 20	0 21½
Butter, creamery, lb.	....	0 30
Butter, No 1, dairy, lb.	....	0 25
Lard, pure, 5s, per case	....	10 30
Bacon, smoked backs, per lb.	....	0 23½
Bacon, smoked bellies, per lb.	....	0 26
Lard, pure, 3s, per case	....	10 50
Eggs, new laid	....	7 50
Canned Goods—		
Tomatoes, 3s, standard, case	....	3 00
Corn, 2s, standard, case	....	2 35
Peas, 2s, standard, case	....	2 45
Tomatoes, gals., case	....	2 25
Apples, gals., Ontario, case	....	1 75
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Salmon, finest sockeye, tails, 48xls, cs.	....	10 00
Salmon, pink, talls, 48xls, per case	....	4 60
Lobster, ½s, per doz.	....	3 00
Dried Fruits—		
Currants, lb.	....	0 13
Evaporated apples, 50s, per lb.	0 10	0 10½
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 15
Pears, choice, 25s, per lb.	....	0 14
Prunes, 90-100	0 08	0 08½
Sultana raisins, Cal., extra fancy	....	0 15
Manchurian shelled walnuts	....	0 30

SASKATCHEWAN MARKETS

By Wire

Regina, June 7.—Sugar declined fifteen cents but advance leaves price at $9.14. Good demand for eggs and receipts are heavier here than elsewhere in the west owing to better price of 27c. Castile soap is up on account of shortage of oils. Raisins are cheaper and evaporated apples lower. Strawberries $5. Celery 10 cents, rhubarb $1.25; potatoes 85, and 95c; lemons $4.50; cucumbers $2.25 a dozen:

Produce and Provisions—		
Butter, creamery, per lb.	....	0 33
Butter, dairy, No. 1	....	0 26
Cheese, per lb.	....	0 22½
Eggs, new laid	....	0 27
Lard, 3's, per case	....	10 50
Lard, 5's, per case	....	10 45
Lard, 10's, per case	....	10 35
Lard, 20's, per case	....	13 60
General—		
Beans, Ontario white, per bush.	....	4 50
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	0 50	0 60
Cocoanut, lb.	....	0 23
Cornmeal, bail	....	2 80
Flour, 98's	....	3 35
Rolled oats, 40s	....	1 60
Rolled oats, 80's	....	2 80
Rice, per cwt.	....	4 35
Onions, B.C., 100 lbs.	....	3 00
Sugar, standard gran., per cwt.	....	9 14
Sugar, yellow, per cwt.	....	8 29
Tapioca and sago, lb.	....	0 10½
Walnuts, shelled, 47-49c; almonds	....	0 45 0 47
Canned Goods—		
Apples, gals., case	....	1 80
Beans	....	2 25
Corn, standard,, per 2 dozen	....	2 23
Peas, standard, per 2 dozen	....	2 40
Plums, Lombard	....	2 10
Peaches	....	3 10
Raspberries, $4.33; Strawberries	....	4 73
Tomatoes, standard, per case	....	2 60
Salmon—		
Sockeye, 1's, 4 dozen case	....	9 55
Sockeye, ½'s	....	12 35
Cohoes, 1's	....	6 00
Humpbacks, 1's	....	4 60
Dried Fruits—		
Apricots, per lb.	....	0 12
Citron peel, lb.	....	0 24
Lemon peel, lb.	....	0 17
Orange peel, lb.	....	0 17½

NEW BRUNSWICK MARKETS

By Wire.

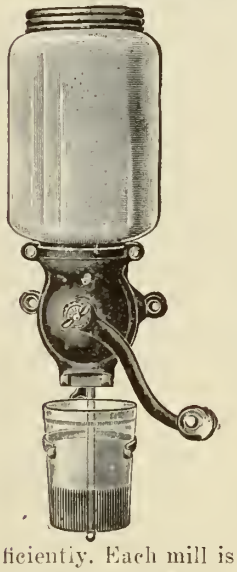
St. John, June 7.—General grocery situation satisfactory, with volume of business at normal and collections satisfactory. Market changes during week are few, and not especially important. Potatoes still sold at $3, but with cropping season pretty well over, balance of stock will be thrown on market and reduction is expected. Additional arrivals reduced molasses to 57c and 58c. Cornmeal off to $1.85. Corned beef 1's up $2.90 to $3.50. Eggs firmer at 23c. Pure lard is 18c. Cheese slightly lower at 19c to 19½c. Currants firmer at 14½c.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	2 90	3 00
Pork, American clear, per bbl.	31 00	32 50
Butter, dairy, per lb.	0 27	0 30
Butter, creamery, per lb.	0 32	0 34
Eggs, new laid, per doz.	....	0 23
Lard, pure, lb.	....	0 18
Lard, pure, lb.	....	0 18
Valencia raisins, Cal., lb.	....	0 10
Cheese	0 19	0 19½
Flour and Cereals—		
Cornmeal, gran.	....	6 35
Cornmeal, ordinary	....	1 85
Flour, Manitoba, per bbl.	....	7 55
Flour, Ontario	....	7 05
Flour, buckwheat, western, 98-lb. bag	....	2 50
Rolled oats, per bbl.	....	6 25
Fresh Fruits and Vegetables—		
Apples, box	3 00	3 25
Lemons, Messina, box	4 00	4 25
Lemons, Cal., box	5 00	6 00
Oranges, Cal., case	4 00	4 50
Potatoes, bbls.	....	3 00
Sugar—		
Standard granulated	8 25	8 30
United Empire	8 15	8 20
Bright yellow	8 05	8 10
No. 1 yellow	7 85	7 90
Paris lumps	9 25	9 30
Beans, white, per bush.	4 75	4 85
Canned pork and beans, per case	....	....
Molasses, Barbadoes, gal.	0 57	0 58
Cream of tartar, per lb., bulk	0 51	0 53
Currants	....	0 14½
Pork and beans, case	3 20	3 40
Rice, per cwt.	5 25	5 50

New Goods Department

This is new department opened for reference to new lines on market, new packages, or packages with new brand names. Manufacturers will please bear in mind that goods, packages or brands only that are absolutely new will be referred to in this column.

GLASS CANISTER HOME COFFEE MILL



A one-pound glass canister coffee mill has recently been introduced on the market, made by the Jacobs Bros. Co., Inc., 78 Warren Street, New York. This is for use in the home, so that the customer may grind her own coffee. The Jacobs Co. states that because of a new patent grinding device this mill will pulverize efficiently. Each mill is packed in a carton so that it can be easily shipped or reshipped anywhere, if necessary. The accompanying cut will give a good idea of the appearance of this mill.

REFER TO CANADIAN GROCER ARTICLE

The Sales Managers' Association held their regular monthly meeting in the Board Room of The Credit Men's Association, Winnipeg, on Tuesday, 11th inst. The president, C. H. Bamford, of the J. H. Ashdown Hardware Company, occupied the chair, and nearly every member was present.

An article appearing in The Canadian Grocer, asking that the retailers should give the traveler a square deal and make a friend of him, was submitted and the secretary was instructed to call the attention of the various retail associations to the article, with the object of establishing more co-operation between the traveler and the customer. —From Credit Men's Journal.



FRUIT AND VEGETABLES



New Peaches, Plums and Apricots In

Watermelons Also Make First Appearance—New Potatoes Lower; Old Ones Higher in Toronto and Lower in Montreal—Several Declines in Fruits—More Produce Coming In.

MONTREAL

FRUIT.—California deciduous fruits are beginning to appear on the market and finding a ready sale for apricots at $3, plums $3.50, peaches $3.50, and cherries $2.50 to $3. Business in general continues fair but has been adversely affected by a continuance of the cold and rainy weather. Orange market has made further advances; small size late valencias continue to fetch highest prices and are now selling at $4.50 with large at $4.25. Lemons are firmer and fancy Messinas are bringing $3.75 a crate. Apples continue to show dulness with Ben Davis Nos. 1 and 2 at $5 and $4 respectively. Bananas are firm, and are offered at unchanged prices. Grape fruit is being cleared out of market, and tone is one of weakness.

Apricots, 4 basket crate	....	3 00
Apples—		
Ben Davis, No. 1	....	3 50
Ben Davis, No. 2	....	3 00
Baldwins	4 00	4 25
	....	2 25
Bananas, bunches	2 50	3 00
Cherries	3 50	4 00
Grapefruit, 46-54-64-80-96		
Lemons—		
California	....	2 75
Verdellis	....	2 75
Messina, 300 size, box	....	3 75
Oranges—		
Valencias, late	....	4 25
Jamaica, 196-200-216	....	2 50
Porto Rico, 126-150-250-288	....	2 50
	....	3 50
Plums, 4 basket crate	....	3 50
Peaches	2 00	2 50
Pineapples, 18-24 and 30-36	0 15	0 17
Strawberries, Carolina, box	0 10	0 13
Strawberries, Louisiana	....	1 50
Limes, per box		

VEGETABLES.—Volume of trade passing continues to be satisfactory with further increases in variety of new supplies coming forward. The arrival of the first car of Mississipi flat tomatoes which are selling at unusually high prices has been the feature of the week. Four basket crates are selling at from $2.00 to $2.50 each, although a much lower price is expected to rule later in the week with the arrival of greater quantities. All tomato lines are very firm. Floridas have practically disappeared from the market and hot house are inactive at from 25c to 30c per lb. Canadian open ground lettuce is now appearing in greater quantities and displacing Boston head lettuce on local market, and all varieties have suffered a sharp decline. Boston is $2.50 and Montreal $1.25 per two doz. box and curly lettuce 40c per doz. Potatoes continue to feel the effect of increased supplies of new stuff which is now selling at $7 per barrel. Old potatoes are coming forward freely so that there has been a slightly easier feeling the past week. Montreal reds are selling at $1.50 and New Brunswick at $1.90 per 80 lb. bag. Radishes are down to 10c, and rhubarb to 30c per dozen. Very little trade is passing in celery except in green tops; mushrooms are not coming forward very freely; beans are showing better quality and cabbage is coming forward more freely and is easier in consequence with new at $3.50, and Norfolk at $2.50 per barrel.

Beets, bag	....	1 50
Beets, new, per doz. bchs.	....	1 50
Beans, wax, N.Y., per basket	....	3 50
Beans, green, N.Y., per basket	....	3 50
Cabbage, new	....	3 50
Cabbage, Norfolk	....	2 50
Carrots, bag	0 50	0 75
Carrots, new, per doz. bchs.	....	0 75
Cauliflower, crate, single, doz. heads	....	3 50
Cauliflower, 18 to hamper	1 00	1 50
Celery, green top	2 75	3 00
Celery, Wash., per doz.	....	1 25
Cucumbers, fancy, Boston, doz.	1 50	1 75
Cucumbers, hamper	....	4 00
Egg plant, N.Y., doz.	....	1 75
Endive Can., per lb.	....	0 25
Garlic	....	0 30
Horse radish, per lb.	....	0 15
Leeks, bunch	....	0 10
Head lettuce, Boston, box	....	2 50
Head lettuce, Montreal, per 2 doz. box	....	1 25
Curly lettuce, doz.	....	0 40
Mint, doz.	....	0 60
Mushrooms, 4-lb. basket	2 00	2 50
Oyster plant, doz.	....	0 50
Onions—		
Montreal, 100 lbs., bag	....	4 50
Silver, per 50 lb. crate	....	2 75
Red, per 100 lb. sack	....	5 00
Texas Bermuda, per crate	....	2 25
Parsnip, bag	....	1 00
Parsley, Bermuda	....	0 75
Parsley, Montreal, per doz.	....	0 40
Peas, per 25-lb. hamper	....	3 00
Potatoes—		
So. Carolina	....	7 00
New, per bbl.	....	7 00
Montreal, Red, 80 lbs., bag	....	1 50
New Brunswick, 80 lbs., bag	....	1 90
Green Mt.	....	2 00
Sweet, hamper	1 75	2 00
Radishes, per doz.	....	0 10
Rhubarb, per doz.	0 25	0 30
Spinach, New York, bbl.	....	3 00
Shalots, Mtl., per doz. bchs.	....	0 60
Turnips, bag	....	1 00
Turnips, bag, Quebec	....	1 25
Tomatoes, hothouse, lb.	0 25	0 30
Tomatoes, Florida, 6 basket crate	4 25	5 00
Watercress, Boston, hothouse, doz.	....	0 75
Watercress, Canadian, doz.	....	0 30

TORONTO

FRUIT.—All sorts and conditions of new fruits are arriving. A car of watermelons, the first of the season, came in this week, and sold rapidly at 75 to $1. Apricots, plums and peaches, all from California are now arriving. Apricots sell for $2.50 per four-basket carrier. Peaches are the same figure per case. Plums are as high as $2.90. There are very few lemons on the market at present and they fetch a good price: lots of buyers makes a firm market. Cherries are coming down in price as shipments become more frequent. Spics are selling by the box now; there is only a fair to middling demand but stocks are slight.

Late Valencia oranges are much higher at $5, and are scarce. Business all round is good. Buying is very active, and prices are, week by week, more and more accommodating.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, Spies, bbl.	3 00	6 00
Apples, Spies, box	1 25	1 50
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 00	2 75
Apricots, 4 bus.	2 50	2 75
Bananas, bunch	1 75	2 75
Cantaloupes, stds.	....	6 00
Cherries, Cal., box	2 75	3 00
Dates, lb. box	....	0 08
Grapefruit—		
Cuban, case	3 50	4 00
Florida, case	....	4 50
Oranges—		
Navels	3 00	4 25
Late Valencias, case	....	5 00
Peaches, case	2 50	2 75
Plums, 4 baskets	2 75	2 90
Lemons, new, Messina, box	....	3 50
Limes, per 100	....	1 50
Pineapples, Porto Rico	2 75	3 00
Strawberries, North Carolina	0 15	0 17
Watermelons	0 75	1 00

VEGETABLES.—New potatoes are getting cheaper. Some which arrived sold at $6.75 and $7, but $8 is average price for new Bermudas, while Louisianas sell at $2 or thereabouts. Meanwhile old potatoes are firmer and higher again, $2.15 being asked for Delawares. B.C. stuff is a little lower. Asparagus took on a firmer mood and some sold up to $1.50. Cucumbers are also up half a dollar or so on limited stocks, particularly hot-house stuff. Texas Bermuda onions are up to $2.75 as high water mark. Parsley is much cheaper at 40c. Radishes appear once more to be a glut on the market. They are much lower at 12½c to 20c. Mushrooms are coming in more plentifully and sold down this week. Carrots are up a trifle. A firm tone shows in most root stuff. Vegetables are all coming in much better; roads are more negotiable and

(Continued on page 42.)



FISH AND OYSTERS



Lower Prices for Gaspe Salmon

River Fish, Eels, Carp and Perch Coming in Ample Quantities—Whitefish Continues Scarce—Brook Trout Scarcer, But Lake Trout Plentiful.

MONTREAL

FISH.—A good demand and low prices continues to be feature of local fish market, so that complaints are heard of too small a margin of profit in view of high costs prevailing. Fair supplies of most kinds of fish are coming forward in sufficient quantities to care for requirements although there is a scarcity in a few lines. It is pointed out that the trade can no longer depend upon regular supplies in many lines owing to diversion of trade as result of war as well as the abnormal weather conditions that have prevailed this season to such an extent as to materially interfere with the fishing along the Atlantic coast. Distributors are preparing to lay in a larger stock than usual in anticipation of the increased demand that is expected as a result of there being two fast days this week and three next.

Halibut which had previously been reported as being present in large quantities is now stated as likely to be scarce on the market for a few weeks. Haddock is arriving in sufficient quantities to care for the needs of the moment but without developing any surplus. Some fair-sized shipments of Gaspe salmon are on the way and prices are expected to be low, some sales having been reported at 15c per lb. Lake fish is in good demand and at steady prices. Brook trout are scarcer and it is reported that the Laurentian Lakes are pretty well depleted. River fish lines such as eels, carp and perch supplies are ample and prices declining. Bulk and shell oysters, clams, brawns, shrimps and scallops are steady in price and fair demand.

TORONTO

FISH AND OYSTERS.—There is a good demand for mackerel, and stocks are getting more plentiful. The heavy demand, however, keeps price pretty well up and 50c is about the level still. Some sells under, of course. Halibut and haddock show no change. Stocks are heavy, but adequately taken care of by the demand which is also very heavy. There was a slight scarcity apparent last week, but this has been remedied. Western halibut is also coming along now in nice shape. There is a good sale for flounders, and domestic stuff gets equal showing with that imported from New York. Trout is very plentiful and demand is healthy. Whitefish is still lagging behind a little. New York competition is still urged as the reason. Lobsters are to be lower in price, it is said, better shipments having been promised. Trade is in healthy condition. Feature continues to better and larger buying. The public is certainly eating lots of fish. Warm weather will help along this line, it is to be supposed, and all views support a good season for fish men.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.08	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.09	.10½
Haddies, fillets, per lb.	.12	.10
Herring, Ciscoes, haskets	1.25	1.50
St. John hloaters, 100 in box	1.20	1.25
St. John hloaters, per box of 60	1.00	1.00
Smoked herrings, medium, box	.15	.15
Smoked herrings, medium, box	.16	.15
Smoked honeless herrings, 1-0-lh. box	1.40	1.40
Kippered herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lh.	.16	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

Salmon—	Montreal	Toronto
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.11	.11
Red Coboes, dressed, lb.	.12	.11
Pale qualla, dressed, per lb.	.10	.11
Halibut, white western, large and medium, per lb.	.11	.15
Halibut, eastern, chicken, per lb.	.12	.12
Mackerel, bloater, per lb.	.09-.10	.10
Haddock, medium and large, lb.	.05	.10
Market codfish, per lb.	.04	.08
Steak codfisb, per lb.	.06	.10
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-.16	.18
Smelts	.12	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.50	3.25
Round pike	.07	...
Grass pike, dressed	.07	....

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfisb, medium and small, 100 lbs.	7 00	7 60
Dried hake, medium and large, 100 lbs.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case	6 50	3 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfisb, 2-lb. blocks, 20 lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20 lb. boxes	0 10	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	0 15 1 80	0 15 1 80
Boneless codfisb, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal.	1 50	2 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	2 00	....
Best scollops, imp. gallon	2 25	3 50
Best prawns, imp. gallon	2 25	....
Best sbrimps, imp. gallon	2 00	....
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best, select, quart cans, each	0 50	0 75
Rockaways, 100	....	1 50
Blue points, small	....	1 00
Blue points, large	....	1 50

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per hbl.	12 00	....
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	7 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, hbl.	0 20	0 40
Little necks, per 100	1 25	1 50

FRESH SEA FISH

	Montreal	Toronto
Halibut	13 —14	14
Haddock, fancy, express, lb.	05½ 6	7
Mackerel, medium, each	30	50
Steak, cod, fancy, express, lb.	6	8
Herrings, each	2	2
Flounders	6	9
Flounders, New York	9	12
Salmon, Western	17 —18	20 —25
Salmon, Gaspe	15	16

FRESH LAKE FISH

Carp, lb.	0 06	....
Pike, lb.	0 07½	0 07
Perch	0 04	0 07
Suckers, lb.	0 05	0 10
Whitefish, lh.	0 13	0 17
Lake Erie whitefish	....	0 27
Herrings, each	0 02	0 02
Gaspereaux, each	0 02½	0 03
Lake trout	0 12	0 12
Eels, lb.	0 08	0 08
Dore	11-12	0 13

FROZE LAKE AND RIVER

Whitefish, large, per lb.	.09-.09½ .09-.10
Whitefish, small tulibees	.07-.07½ .06
Lake trout, large and medium, lb.	.10 .10
Dore, dress or round, lh.	.08½-.09 .09-.13
Pike, dressed and headless, lb.	.07-.07½ .07
Pike, round, per lb.	.06½-.07 .06-.07

WINNIPEG

FISH AND POULTRY.—White fish, which was expected last week, was rather late in coming in, as fishing only started on Lake Winnipeg last week. Everything is fairly plentiful except fresh salmon, quotations on which jumped to 18c this week. Frozen salmon is all cleaned up. Poultry is still scarce, and commanding high prices.

Fish—		
Fresh salmon	0 17	0 18
Fresh halibut	....	0 11
Fresh whitefish	....	0 10
Steak, cod, per lb.	....	0 08
Lake Winnipeg whitefish	....	0 09
Fresb finnan haddie	0 11	0 12
Kippers, per box	....	2 00
Fresh lake trout, per lb.	....	0 12
Bloaters, per box	....	2 00
Salt mackerel, 20-lh. kit	....	3 00
Smoked gold-eyes, doz.	....	0 50
Poultry, Live—		
Fowl	0 17	0 18
Poultry, Dressed—		
Ducks, No. 1	....	0 24
Fowl, No. 1	....	0 24
Turkeys, No. 1	0 35	0 37
Geese, No. 1	....	0 26



FLOUR AND CEREALS



Flour and Wheat Markets Dull

Weakness Pervading All Grains at the Moment—Even Rolled Oats Only Slightly in Demand—Ontario Flour Easier—Export Demand Lighter.

MONTREAL

FLOUR.—Local flour market is without any feature of importance to record with unchanged prices on an inactive market in which buying is restricted to actual requirements and but very little trade passing for future delivery except some bakers' purchases for July and August delivery. Millers are kept fairly busy on old contracts but there is little new business passing and general undertone of market is easy as a result of decline in wheat values.

Winter wheat lines continue to show dulness and all buying is of a hand to mouth variety with purely nominal prices prevailing, a condition that has been accentuated by the decline in wheat values.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	6 80
Second patents	6 30
Strong bakers	6 10
Winter Wheat Flour—	**Car lots** / **Small lots**
Fancy patents	5 85 / 6 10
90 per cent. in wood	5 60 / 5 80
90 per cent. in bags	2 70 / 2 75

CEREALS.—Following decline in raw oat market firmness of rolled oat lines is less evident but is still active feature of the market as result of high level of raw market and heavy consumption for the time of year because of backward spring, together with limited supplies coming forward from millers. Export trade continues fairly active.

Cornmeal—	Per 98-lb. sack
Gold dust	2 50
Rolled Oats—	**90's in jute.**
Small lots	2 75
25 bags or more	2 60
Packages, case	3 90 / 4 00
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90's, in jute.	
Rolled Wheat—	**100-lb.** / **bbls.**
Hominy, per 98-lb. sack	4 00
Hominy, per 98-lb sack	2 75
Corn flour, bag	2 50
Rye flour, bag	2 65 / 2 80
Barley, pot	3 00
Barley, pearl, lb.	0 04½

FEED.—General weakness has occurred in feed lines as indicated last week; bran and shorts are down $2 and $3 respectively, middlings $1, wheat moulee $2 and feed flour $2 per bag. Demand for shorts is very good as is also that for flour middlings, but in case of other lines affected pasture feed has materially reduced the call for all classes. No increase in volume of trade passing has occurred yet as a result of lower prices and general features remain unchanged.

Mill Feeds—	Per ton
Bran	22 00
Shorts	25 00
Middlings	28 00
Wheat moulee	32 00
Feed flour, bag	33 00
Mixed chop, ton	32 00
Crushed oats, ton	34 00
Oats, chop, ton	34 00
Barley, chop, ton	32 00
Feed oats, Manitoba, bush.	0 57
Feed wheat, bag	1 90

TORONTO

FLOUR.—There is no price change to announce, for the market is a quiet one, and advances or declines are not in evidence these days. The only buying which is going on is for immediate needs. Trade, not fearful of higher levels for some time at any rate, is not in a spending mood. There is a fundamental weakness at the moment, moreover, in wheat values. No. 1 Northern has dropped three cents from last week, making present quotation $1.16 track bay ports, and that has sympathetically affected flour market. Ontario flour shows no change, except that it is weaker. It was the strong spot last week, it will be remembered, but it too has declined with wheat.

Manitoba Wheat Flour—	Small lots, per bbl.	Car lots, of 2 bags
First patents	6 90	6 70
Second patents	6 40	6 20
Strong bakers	6 20	5 80
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	4 50	4 40

CEREALS.—Rolled oats are going the way of other cereals and slowing down in volume of trade passing. This is due to the little warmer weather, it is argued. Demand was good all last week, but so far has shown a slackness this week. Split peas are about the only live line, and nice business is doing in them right along. There are no price changes to record.

Barley, pearl, 98 lbs.	4 20	4 40
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.	....	2 50
Graham flour, 98 lbs.	....	2 75
Hominy, granulated, 98 lbs.	....	3 30
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, standard, 98 lbs.	....	2 76
Oatmeal, granulated, 98 lbs.	....	2 75
Peas, Canadian, boiling, bush.	....	3 50
Peas, split, 98 lbs.	....	4 85
Rolled oats, 90-lb. bags	....	2 65
Rolled wheat, 100-lb. bags	....	3 25
Rye flour, 98 lbs.	....	2 80
Whole wheat flour, 98 lbs.	....	3 00
Wheatlets, 98 lbs.	....	3 30

FEEDS.—Pasture feed is the agent which is making all lines very quiet. Even Ontario oats, hitherto a strong spot, are weaker. Feed flour is easy at quotation obtaining for last month. Declines in these major feeds failed in their mission, apparently, since no more business has accrued from downward move. Feeds are very quite all round.

Mill Feeds—	Mixed cars per ton
Bran	23 00
Shorts	25 00
Special, middlings	25 00 / 26 00
Feed flour, per bag	1 70 / 1 75
Oats—	
No. 3, Ontario, outside points	0 48 / 0 49

WINNIPEG

FLOUR AND CEREALS.—Quotations in all lines remain the same as last week. Domestic flour business is about the same as it was in our last report—that is, slightly improved; export business is inclined to be quiet. Wheat has been fluctuating slightly, and the tendency last week-end was downward. Rolled oats business has been very quiet, and will remain so during the warm months. Feeds are still in good demand, with a reduction of $1 per ton in Eastern Canada on bran and shorts. Western prices are still on the same basis, and a decline at the moment is doubtful.

Flour—		
Best patents	....	6 60
Bakers	....	6 10
Clears	....	5 40
XXXX	....	4 40
Cereals—		
Rolled oats, 80 lbs.	2 25	2 30
Rolled oats, pkgs., family size	....	3 75
Wheat flakes, case	....	3 75
Oatmeal, standard and gran., 98 lbs.	....	2 75
Cornmeal, 98 lbs.	....	2 45
Feeds—		
Bran, ton	....	20 00
Shorts, ton	....	21 00
Middlings, ton	....	21 00
Mixed chop, ton	....	28 00

LOTS OF USEFUL INFORMATION

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is made especially for bread baking. It is made of the best Western Canadian hard wheat; is noted for its uniformity of moisture, fermentation and baking. Rainbow Flour means perfect bread.

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is as uniformly perfect in its results in pastry baking as Rainbow is for bread. It is the last word in a perfect pastry flour, especially blended for use in making pies, buns, cakes and pastry.

We carry a full line of all bulk and package cereals, all of which we take especial care in milling to keep them up to our high standard.

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Canadian Cereal & Flour Mills Co., Ltd., Toronto





If any advertisement interests you, tear it out now and place with letters to be answered.



An attractive provision display shown by J. Heald, a Fort William dealer. Note well-written show and price cards.

Uses Window in Newspaper Ad.

A Mouth-Watering Provision Window — Bacon, Hams, Butter, Eggs, Shortening, Cheese, etc., Featured — Neatly Written Show Cards—Suggestions For Summer Meat Display.

JOSEPH HEALD, of the Excel Stores, Fort William, Ont., has struck an idea that is somewhat novel. He uses a cut of his window displays in his advertising space in the daily newspaper. A copy of the newspaper containing Mr. Heald's advertisement came to our desk, and the display looked so good that CANADIAN GROCER asked for the photograph. Here is the window reproduced.

Mr. Heald gives five good rules anent window display: 1. Windows scrupulously clean; 2. Goods artistically arranged; 3. Prices and showcards neatly made; 4. Choice goods only on display and lots of variety; 5. Abundance of electric light.

Certainly Mr. Heald practises what he preaches. All his five guides were followed in the accompanying provision display. There are two or three unusual features, and they are worth remarking. One is the use of the pointing hand; it is very effective; an extra touch which distinguishes the display. Another is the centralizing of the 'phone number. No one could miss it. The bank of vegetables in one corner helps, too, to set off the main display, provisions.

While this particular trim was used prior to Easter, yet it is one from which suggestions can well be taken for a summer trim during June, July or August.



PRODUCE AND PROVISIONS



Cheese Prices Declining

U. S. Short on New Laids—Heavy Deliveries of Eggs Here—Butter Too High for Storing—Hams Higher in Eastern Markets—Hog Market Easier in Winnipeg.

MONTREAL

PROVISIONS.—Hams have advanced 1c all round and are now 22c to 23c for small and others in proportion. Other quotations remain unchanged with the exception of live hogs which are down ¼c and are offered at 16c per lb. but tone of lard and compound market is decidedly easier. Arrivals of hogs during past week have been heavy, and it is expected that the spring crop of hogs will last two or three weeks longer after which a firmer feeling is predicted in some quarters. Short cut clear pork has advanced $1 and is now $32 per bbl., but other barrelled lines and smoked meats remain unchanged in price with the latter maintaining a firm tone on a steady market.

Hams—		
Small, per lb.	0 22	0 24
Medium, per lb.	0 21	0 23½
Large, per lb.	....	0 22
Backs—		
Plain, bone in	....	0 24
Boneless	....	0 29
Peameal	....	0 29
Bacon—		
Breakfast, per lb.	....	0 26
Roll	....	0 18
Shoulders, bone in	....	0 16
Shoulders, boneless	....	0 17
Cooked Meats—		
Hams, boiled, per lb.	....	0 34
Hams, roast, per lb.	....	0 35
Shoulders, boiled	0 26	0 27
Shoulders, roasted	....	0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—		Per bbl.
Heavy short cut mess	....	30 00
Heavy short cut clear	....	32 00
Clear fat backs	....	33 00
Clear pork	....	33 00
Lard, Pure—		
Tierces, 350 lbs., net	....	0 17
Tubs, 50 lbs. net	....	0 17¼
Tins, 50 lbs. net	....	0 17¼
Pails, wood, 20 lbs. net	....	0 17½
Pails, tin, 20 lbs., gross	....	0 17
Cases, 10 lbs. tins, 60 in case	....	0 17¾
Cases, 3 and 5-lb. tins, 60 in case	....	0 18¾
Bricks, 1 lb. each	....	0 19¼
Lard, Compound—		
Tierces, 375 lbs. net	....	0 14¾
Tubs, 50 lbs. net	....	0 15
Tins, 50 lbs. net	....	0 15
Pails, wood, 20 lbs., net	....	0 15¼
Pails, tin, 20 lbs. net	....	0 15½
Cases, 10-lb. tins, 60 in case	....	0 16¼
Cases, 3 and 5-lb. tins, 60 in case	....	0 16
Bricks, 1 lb. each	....	0 17
Hogs—		
Dressed, abattoir killed, cwt.	....	16 25

BUTTER.—Market retained its firmness until early part of this week when it declined from ¼c to 1c at country boards in sympathy with the weakness in the cheese market. Cowansville offerings on Monday were the largest of the season and resulted in the largest declines of any of the boards. Spot stocks are none too large and market is in an unsettled condition as result of conflicting influences.

Butter—		
Finest creamery, fresh made	....	0 31
Dairy prints	....	0 26
Dairy, solids	....	0 25
Separator prints	....	0 26
Bakers	....	0 23

CHEESE. — Market has declined sharply following an increase in offerings and a smaller export demand so that in some cases sales have been recorded at 3½c lower prices than prevailed last week. Following break in the market more interest was shown by exporters but domestic demand continues to be dull and market is in a thoroughly unsettled condition and marked by a lack of definite trend to prices.

Cheese—		
1915 make	0 17¼	0 18¼
Stilton	....	0 24
1916 make	0 15¼	0 17¼

EGGS.—Tone of market continues to rule easy with unchanged prices with no difficulty in buying at 22c in country although "loss-off" buying has governed all transactions since June 1. Local consumption continues to be as good as last year and all surplus stocks are going into storage. Supplies are chiefly coming from the States and export demand is chief factor in demand.

Eggs, case lots—		
New laid, stamped	0 25	0 26

POULTRY.—Frozen turkeys are up to 29c to 31c; all other prices remain unchanged with no developments of importance to report. There is a good demand for all kinds of poultry, but there is very little of frozen stock on hand, particularly in fowls. Trade depends on fresh supplies and there is very little of that coming forward. Firm feeling for continuance of prevailing high prices continues to rule as high price of eggs prevents any increase in supplies of fresh fowl and no relief is anticipated until laying ceases and spring chickens begin to arrive.

Poultry—		
Frozen Stock—		
Turkeys	0 29	0 31
Fowl, large	0 23	0 24
Fowl, small	0 23	0 24
Ducks	....	0 20
Geese	0 17	0 18
Roasting chicken, milkfed, 4 lbs. or over	....	0 27
Roasting chickens, ordinary	....	0 22
Squabs, Canadian, pair	....	0 50
Squabs, Philadelphia, pair	....	0 70
Pigeons, pair	0 25	0 30
Fresh Stock, Dressed—		
Fowls, large, per lb.	....	0 25
Fowls, small, per lb.	....	0 23
Turkeys, Tom, per lb.	0 26	0 27
Turkeys, Hen, per lb.	0 28	0 30
Broilers, per pair	1 25	1 40
Live Stock—		
Fowl, 5lbs. and vore	0 22	0 23
Fowl, small	0 20	0 21
Turkeys	0 22	0 23
Ducks	0 25	0 27
Geese	0 13	0 15
Chicken	0 15	0 18

HONEY.—Market is without feature of interest to report with a demand that continues to be in keeping with the season of the year and a steady market in which prices are well maintained.

Honey—		
Buckwheat, tins	....	0 09½
Strained clover, 60-lb. tins	....	0 12
Strained clover, in 10-lb. tins	....	0 12½
Strained clover, in 5-lb tins	....	0 12½
Comb honey, white clover, per section	....	0 16
Comb honey, buckwheat, per section	....	0 13

MAPLE SYRUP.—Market shows increased firmness as result of some scarcity of supplies in face of good demand but prices remain unchanged and market in general offers no changes of importance to note.

Maple Sugar—		
In blocks, bright, per lb.	0 14	0 15
In blocks, dark, per lb.	0 10	0 12
In tubs, per lb.	0 09	0 10
Maple Syrup—		
In 8½ lb. tins, each	0 90	1 00
In 13¼ lb. tins, each	1 40	1 50

TORONTO

PROVISIONS.—After further fluctuations on the market prices on hogs eventually settled to some extent, and ended lower, both live and dressed. All meats and lard are easier in feeling, sympathetically, but there is no weakness; all levels are maintained. Hogs are coming along more plentifully and export demand has not been so heavy.

Hams—		
Light, per lb.	0 24	0 25
Medium, per lb.	0 23	0 24
Large, per lb.	0 21	0 22
Backs—		
Bacon—		
Plain	0 27	0 28
Boneless, per lb.	0 26	0 29
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 26	0 30
Roll, per lb.	0 20	0 21
Shoulders, per lb.	0 20	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 16	0 17
Cooked Meats—		
Hams, boiled, per lb.	0 33	0 34
Hams, roast, per lb.	0 33	0 34
Shoulders, boiled, per lb.	0 28	0 29
Shoulders, roast, per lb.	0 28	0 29
Barrelled Pork—		
Heavy mess pork, per bbl	30 00	31 00
Short cut, per bbl.	32 00	35 00

Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17¼
Tubs, 60 lbs.	0 17¼	0 17½
Pails	0 17¾	0 18
Bricks, 1 lb., per lb.	0 18¾	0 19
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 14	0 14¼
Tubs, 50 lbs., per lb.	0 14¼	0 14½
Pails, 20 lbs., per lb.	0 14½	0 14¾
Bricks, 1 lb., per lb.	0 15½	0 15¾
Hogs—		
Live	12 00	12 50
Dressed, abattoir killed	15 50	16 00

BUTTER.—There is no quotable change in butter. All levels still remain strong on temporary conditions only. Export and shipments to western points are the reasons. Regarding the latter, shippers were caught short after parting with their butter to western purchasers: hence the firmness. But an index to the fundamental condition is found in the fact that Western Ontario buyers won't buy for storing at present levels. Repeating last week's prediction we shall probably see lower levels before higher.

In the States butter is short 7,254,000 lbs. compared with a year ago.

Creamery prints, lb.	0 29	0 31
Creamery, solids	0 28	0 29
Dairy prints, choice, lb.	0 25	0 27
Dairy prints, lb.	0 24	0 26
Bakers	0 22	0 24

CHEESE.—Market is steadying on a lower price basis, continuing last week's downward trend, though the boards are a trifle higher, just a fraction. Country boards are around 16 to 16½. We quote 18 to 19 for new large. Old, what there is, is very firm indeed.

Cheese—		
New, large, per lb.	0 18	0 19
New, twins, per lb.	0 18¼	0 19¼
Sept., large, per lb.	0 21	0 21
Sept., twins, per lb.	0 21½	0 21½
Sept., triplets, per lb.	0 21½	0 22

EGGS.—There has been a new firmness added to the market by a report which has just come from Chicago, as we write. May receipts in warehouses there show a shortage of 526,000 cases. That is a very big shortage and has done much to firm up the market there.

Here we are getting a very unusual quantity of eggs. Spring days were shy on them but the summer and fall will probably show heavy receipts. Market is fairly firm without quotable change.

Eggs—		
New laids, specials in cartons	0 25	0 26
New laids, ex cartons	0 24	0 25

POULTRY.—Deliveries of broilers and chickens are heavy, and demand is a little off. Consequently there is an easier feeling apparent. Old fowl are also plentiful.

Poultry—	Live	Dressed
Spring broilers (1½ lbs. and over)	0 40—0 45	0 55—0 65
Old fowl, lb.	0 18—0 2.	0 22—0 24
Chickens	0 18—0 20	0 25—0 27
Milk-fed	0 17—0 20	0 25—0 26

HONEY.—There is no change in markets. Buying and selling is average.

Honey—		
Buckwheat, bbls., per lb.	0 07¼	0 07¾
Buckwheat, tins, per lb.	0 07¾	0 08¼
Clover, 50 lb. tins, per lb.	0 13½	0 13¾
Clover, 10 lb. tins, per lb.	0 14	0 14¼
Clover, 5 lb. tins, per lb.	0 14	14¼
Comb, No. 1, doz.	2 50	3 00
Comb, No. 2, doz.	2 00	2 40

WINNIPEG

PRODUCE AND PROVISIONS.—There has been a further decline in hogs, due to weak export market. Another factor, which had a tendency to bring about this decline, was an increase in receipts, the farmers now being through with their seeding and in a position to attend to other matters. Quotations on live hogs dropped to 10c, but this had no effect on meat quotations, and none is expected, as this is said to be only a temporary weakening. Packers believe that live hogs will begin to go up again; but everything depends on the export market. There has been a big outside demand for eggs, mainly for B. C. trade. This has had the tendency of sending the market up to 25c, but just as soon as the warm weather arrives, there should be a decline from these high values. Receipts have been fairly liberal during this week, but by no means equal to those of last year at this time. There have been further declines in butter quotations, No. 1 creamery being now quoted at 30c; No. 2, 29c; best dairy is down to 25c, and cooking 16-18c. We look for a still further decline, although our butter market will be regulated by Eastern conditions, which in turn are on an export basis. Owing to a heavy export demand, the cheese market is firm, and local quotations are up, Ontario large being offered at 21c, and twins at 21½c. This is second advance inside of two weeks.

Hams—		
Light, per lb.	0 21	0 23
Medium, per lb.	0 20	0 21
Large, per lb.	0 19	0 20
Bacon—		
Breakfast, per lb.	0 22	0 23
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, ligbt		0 16½
Cooked Meats—		
Hams, boiled, per lb.		0 31
Shoulders, boiled, per lb.	0 23	0 24
Barrelled Pork—		
Mess pork, bbl.		27 00
Lard, Pure—		
Tierces		0 16
Pails		3 32½
Cases, 10s		10 05
Cases, 5s		10 13
Cases, 3s		10 20
Cartons		0 17½
Lard, Compound—		
Tierces		0 13
Tubs, 50s, net		6 62
Pails, 20s, net		2 76
Butter—		
Fresh made creamery		0 30
Best dairy		0 25
Creamery, No. 2		0 29
Cooking	0 16	0 18
Eggs—		
New laids		0 25
Cheese—		
Ontario, large		0 21
Ontario, twins		0 21½

FRUIT AND VEGETABLES

(Continued from page 36.)

stocks are heavier. Tone of market is very healthy.

Asparagus, dozen	1 00	1 50
Cabbage, new, case	2 50	3 00
Beets, Canadian, bag	0 50	0 60
Beans, green	2 50	2 75
Carrots, new, bamper	1 50	1 60
Cauliflower, case	1 25	1 35
Celery, Florida, case	2 50	2 75
Cucumbers—		
Hotbouse, doz.	2 50	2 75
Leamington, bamper	3 50	4 00
Onions—		
Texas, Bermuda, crtae	2 00	2 75
Green, doz., bunches	0 20	0 30
Lettuce, leaf, doz.	0 25	0 35
Lettuce bead, bamper	2 75	3 00
Musbrooms, imported, 6 qt.	2 00	2 25
Parsley, doz.	0 40	0 50
Peppers, green, basket	0 60	0 65
Potatoes—		
N.B. Dclaware, bag	2 10	2 15
Ontario, bag		1 85
New, Louis, bamp	2 00	2 10
Radishes, doz.	0 12½	0 20
Rhubarb, doz.	0 30	0 35
Spinacb, bamper	1 00	1 35
Tomatoes, crate	5 00	5 50
Turnips, bag	0 25	0 30

WINNIPEG

FRUIT AND VEGETABLES.—Feature of this market is remarkable firmness in both oranges and lemons, said to be due to crop shortage. Local quotations on Valencia oranges advanced to $5. There are said to be 1,500 cars short of last year's supply. California lemons are now offered at $5.50-6. Missouri strawberries are all done, and supplies are now coming in from Hood River at $4 case. Cuban pineapples are practically through, and their place will now be taken by those from Florida; they are quoted higher than the Cuhans—$5—but are of superior quality. Local rhubarb is offered now at 2½c per lb. Mississippi tomatoes are now coming in at $2.50 for crate for four baskets. Cauliflowers are a scarce article.

Fresh Fruits—		
Bananas, bunches	2 50	3 50
Cherries, case 9 lbs.		3 00
Grapefruit, case		4 50
Strawberries, Hood River, case 24 qts.		4 00
Washington box apples		2 25
Valencia oranges, case		5 00
California lemons	5 50	6 00
Florida pineapples, case		5 00
Rhubarb, lb.		0 02½
Vegetables—		
Asparagus, Minnesota, doz.		1 25
Cabbage, new, lb.		0 05
Peppers, per basket		0 75
Mushrooms		0 90
Carrots, per lb.		0 02½
New potatoes, lb.		0 06
B.C. potatoes		1 10
Alberta potatoes		1 00
Sweet potatoes, bamper		2 75
Garlic, per lb.		0 25
California head lettuce, case		4 00
Texas onions, crate	2 75	3 00
Valencia onions, cases		6 00
Mississippi tomatoes, crate 4 baskets		2 50
Green peas, lb.		0 20
Spinach, case		1 50

DEATH OF PROMINENT SUGAR MAN

Arthur Drummond, general manager of the Canada Sugar Refining Co., Montreal, died last week, as a result of typhoid fever contracted on a recent visit to Florida. He is survived by a widow, who is also ill of the same disease, four children, a sister, and Huntley Drummond, a brother, who is president of the company. The late Mr. Drummond was forty-eight years of age, and the son of Sir George Drummond, who died in 1910, and a half-brother of Capt. Guy Drummond, who was killed at Ypres.

After receiving his education at Fawcett's school, Montreal, at Rugby in England and later at McGill College, Mr. Drummond went through the Grand Trunk shops and those of the Canadian General Electric Co. at Peterborough, Ont., in various capacities before entering the works of the Canada Sugar Co., at Montreal, after which he developed into a world-wide sugar expert.



THROUGH OTHER SPECTACLES



FOOD PROBLEMS

From London Daily Mail.

Lord Beresford deserves the thanks of the country for raising the question of the submarine campaign and the British shipping losses. There has been a distinct tendency to deprecate discussion of this matter, but it seems to us highly important that it should be discussed and that its bearings should be made familiar to the public.

In the first place it will show our Allies what British shipping is doing for them at the very time when the British nation is preparing to stint itself; and secondly, it is necessary for the British people to realize the situation in order that proper measures may be taken in time.

Already, since the beginning of the war, sugar has risen 130 per cent., fish 90 per cent., tea 50 per cent., imported meat about 70 per cent., and bread 50 per cent. The average advance of the important articles of food consumed by the poor has been 49 per cent., which means that the poor man's £1 is now only worth about 13s. To meet the increase in prices and the danger, which will grow, of running short of food, two measures are required—the rationing of the country in certain important commodities and economy enforced by law and not by feeble little posters and circulars. Germany and Austria have rationed their peoples with an intelligent foresight, and they have also enforced economy by statute. Sooner or later we shall probably have to do the same. If in this instance the Government wait until it is "too late," then this country will never have a chance of being "too late" again. There must be action before the peril becomes acute. It will spell national suicide if a rationing law is passed only after a shortage of food has actually arrived.

Action in other directions is required. The German and Austrian Governments have taken steps to plough and sow huge areas in Belgium and Poland which were not previously used for growing grain. The British Government has throughout this war remained inert so far as farming in this country is concerned, though with a little energy, as that well-known authority on intensive farming, Mr. Turnor, has shown, it would be very easy to increase our output of food at home. Does the Government itself really understand how grave the situation is? For this is a peril which is going to grow with every future year. The command of the sea is a factor which no longer possesses its former value. As Lord Montagu, of Beaulieu, has put it, "We are supreme on the sea but not under or over it." In those words is summed up the most prodigious revolution that any generation of man has ever witnessed. We have to recognize that it is a revolution and to adapt ourselves to it without delay.

CO-OPERATIVES PROVING FAILURES

From North Sydney, N.S., Herald.

The day of the co-operative store in Cape Breton, as elsewhere, seems to be short-lived. Last week the store operated on this principle at Whitney Pier followed in the wake of many other one-time "money-saving" institutions, and the official assignee disposed of the stock and fixtures in order to demand the satisfaction of its creditors. All of which causes the ordinary investor in similar institutions to be wary.

In its last issue the Canadian Grocer, the only journal devoted to grocers published in Canada, and a publication naturally of considerable weight to the trade, says that "the co-operative societies in Nova Scotia are gradually disappearing, and it looks as if the era of those trade organizations in Nova Scotia is comparatively near an end. The Union Association, Limited, of Stellarton, is now in process of liquidation by F. G. McDonald, of that town, who is advertising for tenders for the association's stock of general merchandise. The time was when these co-operative societies were important and numerous, particularly in the mining centres of Cape Breton. The number of them has been so reduced that now there are not more than two or at most three.

"The desire for individuality among our people, and the latest antipathy to what may be considered too much community of interest, is probably one reason for the failure in the main of the co-operative society movement."

JOHN BULL SAVES HIS DAYLIGHT

From London (Ont.) Free Press.

Great Britain has moved on the clock by an hour, and while the Associated Press dispatch states that the hour was lost, the fact is that the country gained many hours of daylight and hence has saved directly in various ways such as in artificial lighting. There are now about 15 hours of daylight. The sun was up at 4.45 here yesterday, and did not go down until 7.44. The longest normal working day is 10 hours, and the workers began at 7 o'clock and were through at 6. The sun going down at 7.44, this gave them one hour and forty-four minutes of daylight for recreation. By the simple process of moving the clock forward, however, Britain will send her workers to their tasks at 6 o'clock and will liberate them at 5, thus giving them in one lump two hours and forty-four minutes of daylight. There is hence no loss of working time, no loss of sleeping hours, and a gain of one hour of freedom in the sunlight.

London, Ontario, would have been in full enjoyment of this boon but for the quite needless intervention of two or three aldermen, who blocked the passage of the measure in the first instance. Thereafter there arose the question whether the hotel bars would gain an hour, and the Council once again showed its incompetence by going to the Provincial Commission with a case that did not exist, with the natural result that the Commission would accept no responsibility in the matter. Had the Council adopted daylight saving, and then gone to the Commission with a request that the will of the Government that the bars close at 8 o'clock be observed on the new time card, the commission would have recognized the situation and would have prevented any unfair advantage being taken by the hotelmen.

The motherland has shown Canada the way, and it is to be hoped that the Dominion Government will recede from its attitude that the matter is one for municipal action.

SELLING PRICES PREFERRED

(From New England Grocer and Tradesman.)

The Canadian Grocer recently published two questions, asking for expressions of opinion from retail grocers. These questions were:

Which article do you prefer to sell and why—one costing you $1 per dozen, which retails at 10 cents, or one costing $1.35 per dozen, retailing at 15 cents?

Which would you prefer to sell, an article costing $3.90 per case of 100 and retailing at 5 cents each, or the same quality article in a similar package, with same net weight, costing $3.60 per case of 48, and retailing at 10 cents each?

Out of 34 replies to the first question, 29 retail grocers favored the 15-cent article, costing $1.35 per dozen; 5 were favorable to the 10-cent article, and 1 was neutral. The majority gave as a reason for their decision that the 15-cent line gave them a better profit. The majority of the votes pertaining to the second question favored the 10-cent line, for the reason that they believed it would give them a better profit.

The editor of the publication, in writing to the American Consul on this subject, said:

"Of course, there is a question of price-cutting to be considered here. While many ignored this, yet it is a fact that an article costing $3.60 per case of 48 and retailing 10 cents each is very liable to be cut to 3 for 25 cents by the larger or by the cut-rate stores, thus reducing the margin of profit considerably and making the line unprofitable for anybody. There is not the same inducement, apparently to sell 6 for 25 cents of a line costing $3.90 per case of 100 and retailing regularly at 5 cents each. Nevertheless, the majority favored the 10-cent line in this particular case."—U.S. Consul Fred C. Slater, Sarnia, Ontario, March 7, 1916.

DEPLETION OF FISHERIES

From "Conservation"

Reference is frequently made to the extent, variety and value of Canada's fisheries, but it is rarely pointed out that fishing grounds are a very readily exhaustible form of natural resource. To a great degree fish is a crop, requiring considerable cultivation; a large annual output of commercial fish can be maintained only through careful husbandry. In 1914-15 the Dominion Fisheries Branch spent $370,000—the largest single item in its expenditure—upon fish culture. Although artificial breeding of fish has been carried on by the Dominion Government for nearly 50 years, the great growth and development of this branch of fisheries administration has been accomplished in the last decade. During the latest year for which statistics are available, 64 hatcheries were conducted and the aggregate of fry and fingerlings distributed reached 1,640,000,000 in round numbers.

The Dominion Fisheries Branch is concerned chiefly with the production of commercial species, leaving the propagation of game fish largely in the hands of the provincial authorities. While lobsters and whitefish are distributed in much the largest numbers, considerable attention is paid also to Pacific and Atlantic salmon, salmon trout, pickerel and other fish.

Except with regard to such marine species as the cod and mackerel, extensive artificial culture and strict regulations of fishing operations are necessary to ensure fisheries against depletion. The history of the whitefish production of the Great Lakes furnishes the best example in Canadian experience of the manner in which a valuable fishery can be either depleted in a very short time or maintained at a high level of production accordingly as artificial culture is neglected or efficiently prosecuted. Smaller fisheries, such as the oyster, shad and sturgeon, are to-day in a depleted state, while the two most valuable fisheries of the Dominion, the lobster and Pacific salmon, will require continuous breeding operations on a very extensive scale to maintain their maximum productivity.



This is the Kind of Advertising that Brings Buyers to Your Store

It is being printed in a great many papers throughout the West, and it will pay you well to keep your stock up and suggest *Gold Standard* products to your customers.

The Codville Company, Limited

Brandon Moose Jaw Winnipeg Saskatoon

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SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	$ 0 45
4 oz. Tins, 4 doz to case, weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case, weght 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

DOMINION CANNERS, LTD.

JAMS

"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.

	Screw Top Glass Jars 16 oz. glass 2 doz.case Per Doz.
Apricot	$ 2 40
Assorted	2 30
Blackberry	2 35
Blueberry	2 35
Currant Red	2 20
Currant Black	2 35
Cherry	2 30
Gooseberry	2 20
Plum	2 20
Plum Green Gage	2 30
Pear	2 20
Peach	2 20
Raspberry, Red	2 35
Raspberry, Black	2 35
Rasp. and Red Currant	2 30
Rasp. and Gooseberry	2 30
Strawberry	2 40

CATSUPS

In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 80
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS WITH PORK.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05

Family, Plain, $1.20 doz.; Family, Tomato Sauce, $1.30 doz.; Family, Chili Sauce, $1.30 doz.; 3's, Plain, Flats, Aylmer only, $1.40 doz.; 3's, Tomato Sauce, Flats, Aylmer only, $1.50 doz.; 3's, Chili Sance, Flats, Aylmer only, $1.50 doz.; 2½'s, Plain, $1.45 doz.; 3's, Plain, Tall, $1.60 doz.; 3's, Tomato Sauce, $1.75 doz.; 3's, Chili Sauce, $1.75 doz. The above 2 doz. to case. 10's, ½ doz. per case, for hotel and restaurant use (gals.), $5.25 doz.

Terms net—no discount.

Prices subject to change without notice. This cancels all previous lists.

Freight prepaid on 10 case lots to Windsor, Montreal, North Bay, Sudbury and Intervening points. To all other points 25c per cwt. freight allowance.

"AYLMER" PURE ORANGE MARMALADE

	Per Doz.
10½ oz. Gross Jars	$ 0 75
Tumblers, Vacuum Top, 2 doz. in case	1 15
12 oz. Glass, Screw Top, 2 doz. in case	1 40
14 oz. Glass, Screw Top, 2 doz. in case	1 60
16 oz. Glass, Screw Top, 2 doz. in case	1 90
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	1 95
2's Glass, Vacuum Top	3 10
2's Tin, 2 doz. per case	2 75
4's Tin, 12 pails in crate, per pail	0 50
5's Tin, 8 pails in crate, per pail	0 61
7's Tin or Wood, 6 pails in crate	0 79
14's Tin or Wood, 4 pails in crate, per lb.	0 11
30's Tin or Wood, one pail only, per lb.	0 11

BLUE

Keen's Oxford, per lb.	...
In 10-lb. lots or case	....

CEREALS

WHITE SWAN	Per case
Pancake Flour (Self-rising), 2 doz. to case, weight 50 lbs.	$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
Health Flour, 5 lb. bags, per doz.	2 40
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 50

If any advertisement interests you, tear it out now and place with letters to be answered.

GRIFFIN & SKELLEY'S

Dried Fruits

are appealing to all discriminating buyers.

If you have not tried them—place A TRIAL ORDER

and

BE CONVINCED

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

Furnivall's FINE FRUIT PURE JAM

AGENTS:

Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. **Montreal**—W. S. Silcock, **St. John, N.B.**—MacLaren Imperial Cheese Co. **Halifax, N.S.** — MacLaren Imperial Cheese Co. **Sydney, N.S.**—A. E. Sheppard. **Hamilton**—R. M. Griffin. **Winnipeg, Man.**—W. L. Mackenzie & Co., Ltd. **Calgary, Alta.**—MacLaren Imperial Cheese Co., Ltd. **Edmonton, Atla.**—Central Brokerage Co.

Your customers will appreciate the full, rich flavor of these pure jams—a flavor obtained only by carefully selecting the pick of the season's fruit crop and using only the purest cane sugar.

Suggest Furnivall's to the housewife. She will appreciate your thoughtfulness.

FURNIVALL-NEW, Limited
Hamilton **Canada**

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $5.75, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.

Hamilton - Winnipeg

Every Day Is Pay Day

THAT'S right—every day you work **our plan**, your pay is given you. "Pay yourself first" that's the idea of our representative plan. When you devote ten hours daily acting as our representative—your pay is sure and certain.

We need a hustling representative right in your district. A young man capable of producing good business, preferably one with salesmanship experience. The position will pay big money to one with enthusiasm, energy and ability. Do you know, or are you such a man?

If you are and are willing to exchange **your spare time**, representing our publications, **we will** show you how that same spare time, properly used, **will produce** for you as much **cash** as your regular income.

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The MacLean Publishing Co.
LIMITED

143-153 University Avenue, Toronto, Ont.

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Cocoa—	
Perfection, 1-lb. tins, doz...	4 50
Perfection, ½-lb. tins, doz...	2 40
Perfection, ¼-lb. tins, doz..	1 25
Perfection, 10c size, doz....	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24

Special quotations for Cocoa in barrels, kegs, etc.

(Unsweetened Chocolate)

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 60
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 36
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes....	0 39
Lunch bars, 5-lb. boxes.....	0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 90
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
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Eagle Brand, each 48 cans..$6 95	
Reindeer Brand, each 48 cans	6 70
Silver Cow, each 48 cans...	6 15
Gold Seal, Purity, each 48 cans	6 00
Mayflower Brand, each 48 cans	6 00
Challenge, Clover Brand, each 48 cans	5 50

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 60
Jersey Brand, Hotel, each 24 cans	4 60
Peerless Brand, Hotel, each 24 cans	4 60
St. Charles Brand, Tall, each 48 cans	4 70
Jersey Brand, Tall, each, 48 cans	4 70
Peerless Brand, Tall, each, 48 cans	4 70
St. Charles Brand, Family, each, 48 cans	4 10
Jersey Brand, Family, each, 48 cans	4 10
Peerless Brand, Family, each 48 cans	4 10
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each, 48 cans	2 00

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Reindeer Brand, "Large," each 24 cans	$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans..	4 50
COCOA, Reindeer Brand, each 24 cans	4 80

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1 lb. square tins, 4 doz. to case, weight 70 lbs.....	0 36
1 lb. round tins, 4 doz. to case, weight 70 lbs.....	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

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A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb...	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

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Desirable Sizes. Very Fine Quality.

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The Very Best

from

The House of Quality

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GUELPH - ONTARIO

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Plums
Peaches
Cherries

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Seattle, Wash.

SEE PAGE 53 OF THIS ISSUE.
IT WILL INTEREST YOU.

Fruits
Bananas
Lemons
Oranges
and also
All Early Vegetables

Lemon Bros.
OWEN SOUND, ONT.

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Agent
TORONTO

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Arthur Stringer's latest success, "The Anatomy of Love," scheduled to first appear in the June issue of MacLean's, and Arthur MacFarlane's newest mystery story, "Behind the Bolted Door," supply a winning combination for our representatives to "roll up" a big **bonus** and commissions during the next few weeks.

These two splendid stories will appear in MacLean's first—probably in book form later. These are but two of the many fine features that go to make up entertainment for our readers. This means that **hundreds of people** will subscribe to MacLean's during the next few weeks. There are dozens of subscriptions to be had in your district. Let us tell you how to secure them and how to become an authorized representative.

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The MacLean Publishing Co., Ltd.

TORONTO, CANADA

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WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	$ 0 90

List Price

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO

SPICES	5c Round litho. dredge. Per doz.	10c Oval lith. dredge. 2½ oz. Per doz.
Allspice	$0 45	$0 90
Arrowroot, 4 oz. tins, 85c	....	....
Cayenne	0 45	0 90
Celery salt	....	....
Celery pepper	....	....
Cinnamon	0 45	0 90
" whole, 5c. pkgs., window front, 45c	....	....
Cloves	0 45	0 90
Cloves, whole, 5c. pkgs., window front, 45c	....	....
Curry powder	....	....
Ginger	0 45	0 90
Mace	1 25	....
Nutmegs	0 45	0 90
Nutmegs, whole, 5c pkgs., window front, 45c.	....	....
Paprika	0 45	....
Pepper, black	0 45	0 90
Pepper, white	0 50	0 95
Pastry spice	0 45	0 90
Pickling spice, window front, 90c	....	....
Dozens to case	4	4
Shipping weight per case	10 lbs.	15 lbs.

We pay freight on 5 cases or orders weighing 250 lbs.

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40 lbs., Canada Laundry	.06¼
40 lbs., Canada White Gloss, 1 lb. pkg.	.06¾
48 lbs., No. 1 White or Blue Starch, 3 lb. cartons	7¼
100 lbs. kegs No. 1 White	.06¾
200 lbs., bbls., No. 1 White	.06¾
30 lbs., Edwardsburg Silver Gloss, 1 lb. chromo pkgs.	.07¾
48 lbs., Silver Gloss, in 6 lb. tin canisters	.08¼
36 lbs., Silver Gloss, in 6 lb. draw lid boxes	.08¼
100 lbs., kegs Silver Gloss, large crystals	.07¼
28 lbs., Benson's Satin, 1 lb. cartons, chromo label	.07½
40 lbs., Benson's Enamel, (cold water), per case	3 00
20 lbs. Casco Refined Potato Flour, 1 lb. pkgs.	12½

Celluloid

Boxes containing 45 cartons, per case	3 60

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared Corn	.07¾
40 lbs., Canada Pure Corn	.06½

(20 lb. boxes ¼c higher)

BRANTFORD STARCH
Ontario and Quebec

Laundry Starches—	
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Boxes about 40 lbs.	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06¾
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.07¼
Barrels, 200 lbs.	.06¾
Kegs, 100 lbs.	.06¾
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs.	.07¾
8 in case	.08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	.08¼
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes, containing 40 fancy pkgs., per case	3 00
Celluloid Starches—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.06½
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07¾
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs. (20-lb. boxes ¼c higher than 40's)	.07¾

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In boxes only.

Packed as follows:

5c packages (96)	$ 3 20
1 lb. packages (60)	3 20
½ lb. packages (120)	3 40
½ lb. 60 / 1 lb. 30 } Packages Mixed	3 30

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THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars—3 lbs., 1 doz. in case	$ 2 80
2 lb. tins, 2 doz. in case	2 75
5 lb. tins, 1 doz. in case	3 15
10 lb. tins, ½ doz. in case	3 05
20 lb. tins, ¼ doz. in case	3 00
(5, 10 and 20 lb. tins have wire handles.)	
Barrels, about 700 lbs.	.04
Half bbls., about 350 lbs.	.04¼
Quarter bbls., about 175 lbs.	.04½
2 Gal. wooden pails, 25 lbs. each	1 50
3 Gal. Wooden Pails, 38½ lbs., each	2 10
5 gal. wooden pail, 65 lbs. each	3 35

LILY WHITE CORN SYRUP

2 lb. tins, 2 doz. in case	$ 3 25
5 lb. tins, 1 doz. in case	2 65
10 lb. tins, ½ doz. in case	3 55
20 lb. tins, ¼ doz. in case	3 50
(5, 10 and 20-lb. tins have wire handles.)	

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case	3 60
Barrels	0 04¾
½ barrels	0 05

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case	$4 05
5 lb. tins, 1 doz. in case	4 75
10 lb. tins, ½ doz. in case	4 45
20 lb. tins, ¼ doz. in case	4 35

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Size	Mam.	Large	Med.
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No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can	14.00	12.00	9.00

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Arthur Stringer

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Have regard also for these other distinguished Canadian writers whose work appears in the June MACLEAN'S.

Robt. W. Service

provides two poems written at the front — "The Odyssey of 'Erbert 'Iggins" and "The Convalescent."

Arthur E. McFarlane

contributes a mystifying detective story, "Behind the Bolted Door?"—the best detective story since Sherlock Holmes.

Alan Sullivan

supplies a timely sketch, "The Romance of Cobalt" —a sketch of the camp, past, present and future.

MACLEAN'S

MAGAZINE is getting the best Canadian writers to put their best work into articles and stories of particular Canadian interest. This is a deliberate policy on the part of MACLEAN'S publishers. Other Canadian writers of note whose work appears in MacLean's are:

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L. M. Montgomery	H. F. Gadsby	Robert E. Pinkerton

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JUNE NUMBER AT ALL NEWS STANDS **15c**

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This plan will interest you, so write us to-day for full particulars.

The MacLean Publishing Co.
LIMITED

Division B.

143-153 University Avenue

TORONTO ONTARIO

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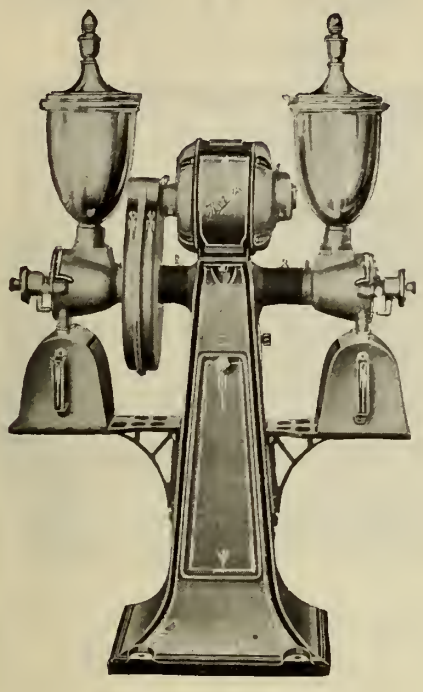
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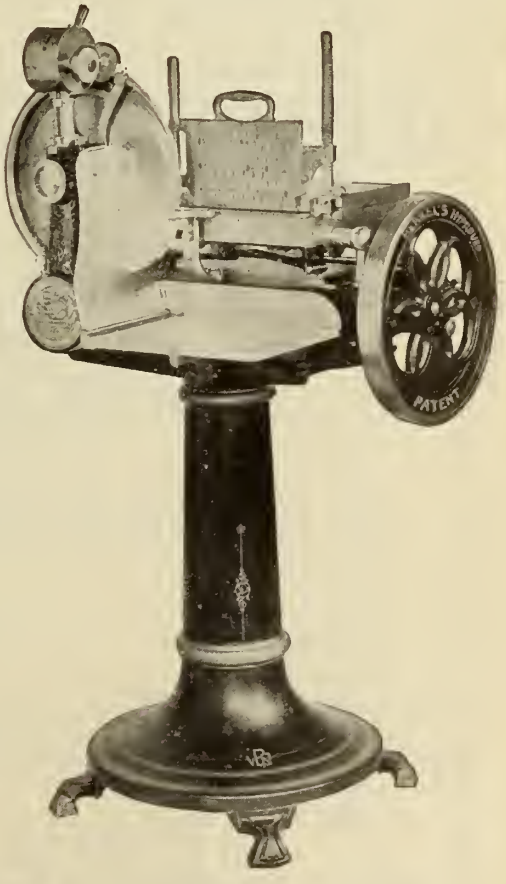


The HOBART COFFEE MILL

The only straight road to larger coffee profits lies in grinding it yourself, fresh for every customer. But there is a broad distinction between mills that accomplish this only indifferently and those that perform it effectively and profitably. With the Hobart Mill you have the successful experiences of thousands of other grocers to back up your selection. Ask any user what he thinks of the Hobart and he will tell you (as hundreds of others have told us) you could find no better economizer or profit-producer. Mills to suit every need. Write to-day for full particulars and beautifully illustrated booklet, without obligation.

Van Berkel's
Patent Slicing Machines—

The World's Best Meat Slicer increases your business and profits by bringing your cured meat business up-to-date. Write to-day for information as to how to make more money from your cured meat department.



The Hobart Mfg. Co.
105 Church Street
TORONTO

Ryan Bros., 110 James St. E., Winnipeg, Agents for Manitoba, Sask. and Alberta

If any advertisement interests you, tear it out now and place with letters to be answered



Brunswick Brand Sea Foods

will win for you a larger and more profitable fish trade. The superior quality of these well-known sea foods has produced an ever-increasing demand which Brunswick Brand dealers are finding a splendid source of profit.

Selling Brunswick Brand lines is not experimenting in the least—their popularity is well established, and their selling value is unquestioned.

The ideal location and modern equipment of our plant enables us to produce sea foods that are leaders in their respective lines. Brunswick Brand brings the flavor of old Atlantic right to your customers' tables.

Replenish your stock from the following. Every one is a proven seller:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and round tins)
Kippered Herring
Herring in Tomato Sauce
Clams
Scallops

Connors Bros., Limited
BLACK'S HARBOR, N.B.

Y & S STICK LICORICE

48 5c. Packages to Box



The old-fashioned remedy for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY
MONTREAL

FROM COAST TO COAST

You can now obtain fresh supplies of

McVitie & Price's
HIGH-CLASS
BISCUITS

from the following appointed Agents:—

Nova Scotia: C. E. Choat & Co., Halifax, N.S.

Ontario: C. H. Cole, 33 Front St. East, Toronto (Selling Agent).

Manitoba and Saskatchewan: Richards & Brown, Ltd., James Street, Winnipeg.

Alberta: Campbell, Wilson & Horne, Ltd., Calgary; Campbell, Wilson & Horne, Ltd., Lethbridge; Campbell, Wilson & Horne, Ltd., Edmonton.

British Columbia and Yukon: Kelly, Douglas & Co., Ltd., Vancouver; Kelly, Douglas & Co., Ltd., Victoria; Kelly, Douglas & Co., Ltd., New Westminster; Kelly, Douglas & Co., Ltd., Prince Rupert.

McVitie & Price, Limited
EDINBURGH and London

McVitie & Price of Canada, Limited
Vaudreuil St., St. Paul St. E., Montreal

If any advertisement interests you, tear it out now and place with letters to be answered.



Gold Dust makes pans look so new,
That they gleam as mirrors do,
—THE GOLD DUST TWINS

GOLD DUST

for a quick "turn-over"

Gold Dust, the Active Cleaner, has become a recognized household necessity. Millions of housewives order it as regularly as they order their supplies for the table.

The use of Gold Dust increases daily, because it is recognized as being superior for cleaning and brightening everything all over the house. It does not scratch or mar.

Gold Dust sells steadily. It gives thorough satisfaction—it repeats. It is indispensable in the modern household.

USED THE YEAR ROUND. *ORDER OF YOUR JOBBER.*

THE N. K. FAIRBANK COMPANY
LIMITED
MONTREAL

"Let the GOLD DUST TWINS do your work."



LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND

MR. GROCER:

Cut this out and stick it on your door--



Madam Housewife

Take Home

a jar of Aylmer Orange Marmalade. It adds zest to the morning appetite when spread on toast.

It is good for the children when spread on bread.

Delicious with crackers and coffee.

Madam—won't you try it to-day?

For Sale Here.

Aylmer Orange Marmalade is Pure Cane Sugar and Oranges—Made in Canada for Canadians.

DOMINION CANNERS LIMITED

HAMILTON . . . CANADA

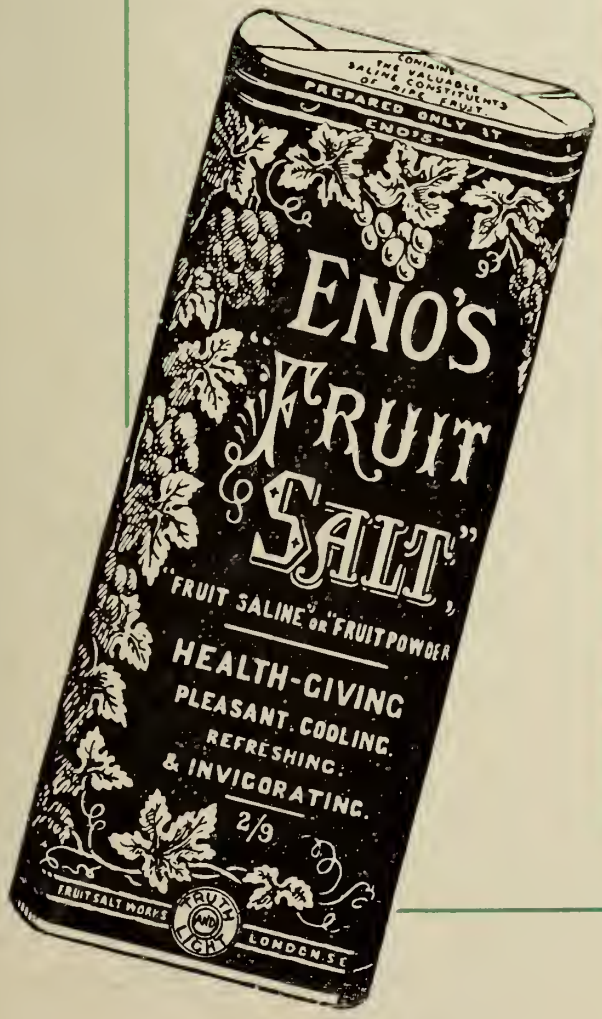
In This Issue—Manitoba R.M.A. Convention Report

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, JUNE 16th, 1916 No. 24



Cooling

Pleasant, Refreshing Invigorating, Healthful

Profitable Line to Sell

Not only because of the splendid percentage of the sales that revert to your net earnings, but because it brings business to your other departments. Get the women; yes, the men too, coming to your store for Eno's *"Fruit Salt"*—it will do more than its share to make business good.

With a prominent display of Eno's "Fruit Salt," backed by our extensive consumer advertising campaign, the people will be kept reminded of their need for at least one line you sell.

Now is the time to jump into the popular demand with the original and only "Fruit Salt"—Eno's.

Order from your wholesaler.

J. C. ENO, Limited, "Fruit Salt" Works
London, England

Sole Distributors for Continent of America

HAROLD F. RITCHIE & CO., Limited
10 McCaul St., Toronto, Ont.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

O-Cedar Polish Will Sell On Sight— If You Display It

(Made in Canada)

We have made *O-Cedar* a household word by our big coast to coast advertising campaign. Every woman knows of it. Every woman will buy it if it is brought to her attention. Your sales will double and treble if you will keep O-Cedar displayed.



HERE AGAIN WE HELP—We can supply you with all manner of store and window display matter and with the *new ideas for attractive displays. Write us.*

Place Your Order With Your Jobber **To-day**

CHANNELL CHEMICAL CO., LIMITED, 369 SORAUREN AVE., TORONTO

Why You Should Feature KING GEORGE'S NAVY



The Finest Quality Tobacco

In featuring and pushing the famous **King George's Navy** chewing tobacco you are building for future big tobacco business, because your foundation is **quality.**

King George's Navy is made from the finest leaf, prepared carefully and under closest supervision of experts. It represents the Acme of Quality in chewing tobacco—a real trade-selling proposition. Go after the men.

Rock City Tobacco Co., Ltd. Quebec and Winnipeg

Spanish Goods

JOSE SERRATS

BERMEO (Viscaya), SPAIN

ANCHOVIES IN BRINE

La Pescadora, tins	½ kilo	= 1-1	10 lb.	60 tins per cs.	.20 tin
La Barca "	2 "	= 4-2	5 "	24 " " "	.85 "
Jan Pietro "	6 to 7 "	= 14	"	12 " " "	2.50 "
Jose Mari Conti, tins	10 "	= 22	"	6 " " "	4.00 "
La Pescadora, w'd'n k'gs	7 "	= 15-2/5	"	8 kegs " "	3.25 keg
" " "	14 "	= 30-4/5	"	4 " " "	6.50 "
" " "	20 "	= 44	"	3 " " "	8.75 "

FILETS D'ANCHOIS IN OIL

La Pescadora, oval tins,	¼s,	100 tins per case.....	26.00 cs.
" round "	⅛s,	100 " " "	17.00 "

THON MARINE, IN OIL

La Pecheuse, round tins,	¼s,	100 tins per case.....	24.00 cs.
" " "	⅛s,	100 " " "	14.00 "

SARDINES IN OIL

La Pescadora, tins, club,	¼s,	100 tins per case.....	14.00 "

BROOMS. A Real "Bargain."

700 doz. 3 strings, weighing about 17 to 18½ lbs. to the doz:

Special price	2.25 doz.
10-doz. lots	2.20 "

F.O.B. Montreal.

BEETS. Now is Your Chance. Don't Miss It.

200 cases	Special Beets,	2's whole.....	.50 doz.
215 "	" "	3's "	.80 "
275 "	" "	3's sliced.....	.80 "

Get Our Prices, Always Attractive. Satisfaction Guaranteed.

L. CHAPUT, FILS & CIE, LIMITEE

2, 4, 6, 8, 12 and 15 DeBresoles Street, MONTREAL

Established in 1842

If any advertisement interests you, tear it out now and place with letters to be answered.

IS IT WORTH WHILE TO SELL "NUGGET"

SHOE 

POLISH

YES, HERE ARE SOME REASONS

Our extensive advertising makes it easier to sell.

Its quality delights your customers, and brings them back to your store.

It shows you a good margin of profit.

It is Empire made.

AGENCIES:

QUEBEC
R. E. Boyd & Co., Montreal

NOVA SCOTIA
Arthur Fordham & Co., Halifax

NEW BRUNSWICK
C. A. Munro, St. John

BRITISH COLUMBIA
J. Leckie Co., Vancouver

THE NUGGET POLISH COMPANY, LIMITED
9, 11 and 13 DAVENPORT ROAD
TORONTO ONTARIO



Borden's Milk Products

for all outdoor folk

For the Camper, the Cottager, the Picnicker, on that weekly canoe or fishing trip, Borden's Milk Products are just the thing. They are absolutely pure and deliciously palatable and can be prepared without the slightest worry or inconvenience.

Don't forget BORDEN'S

Cut this advertisement out, paste it on a piece of cardboard and place it in your window with a representative display of Borden's. Bigger summer sales of these popular milk products will result.

Borden Milk Co., Ltd.
"Leaders of Quality"
MONTREAL

Branch Office: No. 2 Arcade Building
Vancouver, B.C.

"Out of sight" sometimes means out of mind.

Are you showing

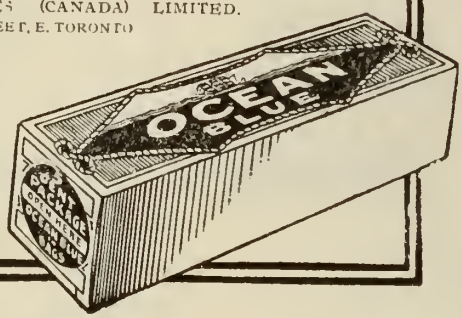
OCEAN BLUE?

It is surprising how much trade is attracted by the bright 5c. packets of Ocean Blue. Put it in your window and

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED.
33 FRONT STREET, E. TORONTO

Western Agents:
For Manitoba, O. F. Lightcap, 179, Bannatyne Av.E., Winnipeg.
For British Col. and Yukon: Creeden & Avery Rooms 5 and 6, Jones Block 407, Hastings Street, West, Vancouver.



Get these four samples—they are yours for the asking!

Send us the name of the Toronto wholesaler from whom you buy and receive the following 10-cent sellers absolutely free —**Bottle of Ladies' Shoe Dressing, Bottle of White Canvas Dressing, Tin of Black Regent Shoe Paste, Tin of Tan Regent Shoe Paste.**

All the Tilley Lines are quick sellers and leave a nice margin of profit. There is a Tilley Dressing for every kind of shoe, and every one is tip-top.

Write now for the free samples.



Chas. Tilley and Son
MANUFACTURERS
90 Richmond St.
TORONTO



Be a practical Canadian!



There are various ways of "doing your bit" for the country during these times of stress and peril, and not the least important is to

Support Home Industry

particularly when the Made-in-Canada product is just as good as any and superior to most imported lines. When you

Sell the Malcolm Made-in-Canada Milk Products



you are supporting Canadian Capital, Canadian Labor, and Canadian Enterprise. Not only that, but you are handling a line of milk products that is second to none in appetizing wholesomeness and sales-pulling popularity.

If you are not already featuring the Malcolm Lines, now is an ideal time to begin. The results of a window display will make you a "booster" for these nutritious milk products.

How about a 5-case lot to-day? We pay freight up to 50c per 100 lbs. in Ontario, Quebec and Maritime Provinces.

Order from this list:

St. George Brand Coffee, 2 doz. in case	**$4.80**
St. George Evaporated Milk, 4 doz. in case	**3.75**
Banner Condensed Milk, 4 doz. in case	**5.75**
Princess Condensed Milk, 4 doz. in case	**4.75**



The Malcolm Condensing Co., Limited, St. George, Ont.

If any advertisement interests you, tear it out now and place with letters to be answered.

Canned Profits

"Canada First" Milk represents Canada's Best Milk—see Bulletin 305, Page 5, Table II for Comparisons.

Best in Quality for the Public.
Best in Profits for the Dealer.

Get behind this Canadian made and owned product.

The Picnic Season is coming.

Be prepared.



Can be whipped just like fresh cream for immediate use.

(Chill before whipping.)

Aylmer Condensed Milk Company, Ltd.

Aylmer, Ontario

STORE SALES HELP

AYLMER CONDENSED MILK CO.
AYLMER, ONTARIO

Please send me Free Dealer Helps.

Name.....

Address.....

If any advertisement interests you, tear it out now and place with letters to be answered.

WAGSTAFFES'

New Season's Strawberry Jam 1916

now ready for delivery



This Strawberry Jam of Wagstaffes' is always de luxe.

Mr. Grocer, order from your wholesaler.

WAGSTAFFE LIMITED

HAMILTON, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

Selling Power



to a tradesman is one of the most important attributes of the goods he buys.

CLARK'S PORK AND BEANS

have the quality that satisfies, have the name that guarantees and have the popularity which makes sure sales.



ORDER NOW.

W. CLARK, Limited, Montreal

Clark's

If any advertisement interests you, tear it out now and place with letters to be answered.



Brunswick Brand Sardines in Oil

stand high in the estimation of the Canadian housewife because of their delectably satisfying flavor and superior nourishing qualities. A single sale of these high-grade sea foods means the continued reorders that spell successful business expansion.

Turn the tide of big summer business your way by featuring strongly the superior qualities of the incomparable Brunswick Brand lines.

Look over your stock and see what you require from the following list:

¼ Oil Sardines
Kippered Herring
Herring in Tomato Sauce
Finnan Haddies
(Oval and Round Tins)
Clams

Every Brunswick Brand line is a reliable business-getter.

CONNORS BROTHERS
LIMITED
BLACK'S HARBOR, N.B.

When you sell

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
by Canadian Employes.

H. J. Heinz Company

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto



Century salt put the cents in the profits

Century Salt is not combined with cheap ingredients; the housewife gets full value for her money. Pure Salt goes further and gives infinitely better results.

Century Salt is refined and purified to the last degree. The dealers who handle get the profits.

THE DOMINION SALT Co LIMITED
SARNIA, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

The 5 Cent Line
Babbitt's Cleanser



Your customers will be grateful to you for putting them in touch with this big money-saver.

It is a full weight can of the best Cleanser on the market, and retails for 5c, thereby giving double value (and premiums for the trade-marks as well).

It shows you a good profit and is a sure repeater.

Agents.
WM. H. DUNN Limited, Montreal
DUNN-HORTOP, Limited, Toronto



In your Locality
are many
Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

SPRATT'S
DOG CAKES,
Puppy Biscuits
and
Packet BIRD SEEDS.

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.
Direct Correspondence invited:—
SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.
S 46



Get this label on your shelves

It is a real guarantee that the goods back of it have that superior quality which will keep them moving, once the initial sales are made.

You needn't hesitate to recommend the **Queen Quality Lines.** They have the flavour and the delicious, palatable wholesomeness which "gets in right" with the most hard-to-please customer.

Our prices, too, will be further proof of the advantage of selling Queen Quality lines.

Write for quotations.

TAYLOR & PRINGLE
OWEN SOUND, ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home or abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners and Drug Specialties
12 FRONT STREET EAST TORONTO

Can quote you low prices on evaporated apples and gallon apples, both first-class quality, subject to market changing, ex Toronto.

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

MEN WITH SALES ABILITY.

We have a few desirable openings for men of this type to call on Grocers in connection with Star Egg Carriers and Trays. 63% of the grocers of the country are already using Star Equipment. To men with proven selling ability we can offer an exceedingly interesting proposition.

For particulars, apply

STAR EGG CARRIER & TRAY MFG. COMPANY
1113 JAY STREET ROCHESTER, N.Y.

Mann, Laurie & Co.
78 King St., London, Ont.
Quality provisions and produce.
Write or phone.

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

WESTERN PROVINCES

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP,
179 Bannatyne Ave. - Winnipeg, Man.

This space would cost you only $1.00 per issue for one year.

British firm having a large connection among best buyers in Great Britain invites correspondence and offers from
Shippers and Packers of Pork, Frozen and other Meats, Dairy Produce, Canned Goods, etc.
CIF, FOB, and landed terms.
Advances against consignments.
References exchanged.
WM. THOMAS & CO.
General Provision Commission Merchants and Brokers
29 Tooley Street, London, Eng.
Telegraphic and Cable Address:—Prodairos. Tooley London, A.B.C. Code, 5th Edition.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited

THE H. L. PERRY CO.
214-216 Princess Street, Winnipeg
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.
Correspondence solicited.
"Always on the Job"

MARITIME PROVINCES.

J. N. COCHRAN
Manufacturers' Agent and Grocery Broker
FREDERICTON, N.B.
I have a connection with both wholesale and retail trade throughout the entire Maritime Provinces.

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

FEATURE FOR THE TRENCHES

G. Washington's Refined Coffee

Canadian Sales Agents:
Edmund Littler,
169 William St., Montreal, P.Q.
W. Geo. Varty,
29 Melinda St., Toronto, Ont.
W. G. Kyle,
261 Stanley St., Winnipeg, Man.
E. J. Roberts,
215 10th Ave. West, Calgary, Alta.

The CONDENSED AD. PAGE WILL INTEREST YOU

MACLEAN'S

—THE MAGAZINE FOR REAL CANADIANS

Every phase of present-day Canadian life is reflected in the July issue of MacLean's Magazine. It is vibrant with the spirit of Canada to-day, interpreted by the Canadian writers of first rank best fitted to treat of the topics assigned them. It is a Magazine with a universal appeal, a live interest for every member of the family. It is the Magazine you have been looking for.

Consider the following list of writers and articles in the July issue, and ask your news dealer for the July MacLean's.

Robert W. Service whose virile verse places his books at the head of the best sellers, is driving an ambulance car at the front in Flanders, and his war poems, appearing exclusively in MacLean's Magazine, are saturated with the spirit and color of the trenches. "The Haggis of Private McPhee" in the July Number is a humorous and yet pathetic treatment of a subject dear to the heart of every Scotchman. C. W. Jeffrey's illustrations make it more realistic.

Agnes C. Laut Well known to MacLean's readers for her amaziug revelations of German machinations in the United States, and whose intimate connection with those high up in financial, business and diplomatic circles in the neighboring Republic, has given her series of articles in MacLean's prescience positively startling, contributes to the July MacLean's yet another of outstanding import under the heading of "Canada's Greatest Service to the Empire."

Brigadier-General Logie A fascinating character sketch of the Hamilton lawyer, who, casting aside his gown and his briefs, is organizing and training as head of Number Two Division, a Canadian army larger than that Britain sent to Waterloo under Wellington. By Hugh S. Eayrs.

Immigration after the War Some plain facts are given and deductions drawn by Fisher King. No more vital question is occupying the minds of Canadian statesmen. Every business man should read this article.

Nellie McClung raises the startling question, "Now that women have the vote in Western Canada, will they want to sit in Parliament?" Mrs. McClung, herself a leader in the Western feminist movement, answers this question in a characteristic article in the July MacLean's.

Stringer and McFarlane continue in the July MacLean's their captivating stories, "The Anatomy of Love" and "Behind the Bolted Door?" Both these men are first flight fiction writers, and both Canadian born and bred, and both with continental reputations.

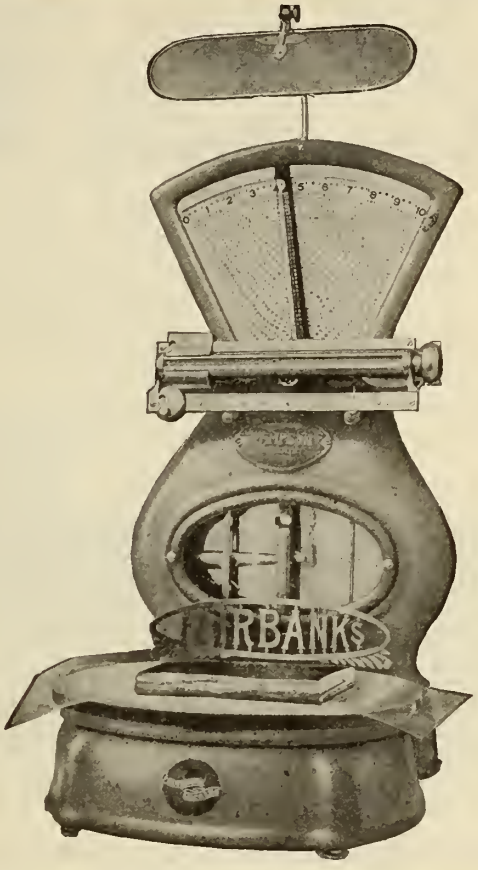
Then there is that ever-popular department, The Review of Reviews, which gives the busy reader the cream of the world's best periodical literature.

Buy the July MacLean's. Learn at first hand just how good and how interesting this thoroughly Canadian Magazine is.

SUBSCRIPTION PRICE $1.50 PER YEAR

The MacLean Publishing Co., Limited, 143 University Ave., Toronto

JULY ON SALE EVERYWHERE **15c**



Save 20% on the Cost of a High-Grade Computing Scale—

The Fairbanks—a finely built Automatic Scale, at the price you can afford. The best value ever offered. Weighs your goods quickly and accurately.

Simply put the load on the platform, and read the value on the chart for ordinary weighing.

Handsome, Convenient, Sanitary. A scale that will add attractiveness to your store and bring you customers.

Write to our nearest branch for full details of this opportunity.

The Canadian Fairbanks-Morse Co. Limited

St. John, Montreal, Toronto, Winnipeg, Calgary, Vancouver, Quebec, Ottawa, Hamilton, Saskatoon, Edmonton, Victoria

CANADA'S DEPARTMENTAL HOUSE FOR MECHANICAL GOODS

NOW is the time to instal that "Arctic" equipment you've been planning on.

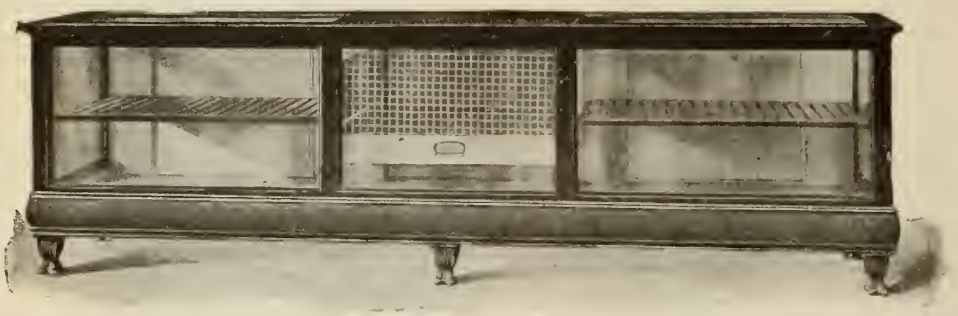


Prices are going up. The cost of material and the scarcity of labor may force us to raise our prices in the near future. Why not let us know your refrigerator requirements now and thus secure yourself against possibility of increased cost.

Arctic Refrigerators and **Silent Salesmen** not only preserve a stock of perishable food stuffs in absolute security, but display them in such a way as to promote quick money-making sales. You cannot secure a more dependable refrigerator than the Arctic, or one that affords greater facilities for the effective display of your goods.

We invite you to compare the merits of the Arctic with those of any other refrigerator on the market. Send to-day for a copy of our complete catalog. It tells you all about our various models of refrigerators and silent salesmen.

A postcard will bring it to you.



John Hillock & Co.
LIMITED TORONTO

AGENTS:

C. N. Kirby, 2185 Esplanade Ave, Montreal.
Frank Reardon, - - Halifax, N.S.
Jas. M. Hargreaves, Winnipeg, Man.
Western Butcher Supply Company, Regina, Sask.
Geo Cameron, - - Ottawa, Ont.
J. H. Galloway, - Hamilton, Ont.

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.



Price list and catalogue free and mailed to any address.

Manufactured by the

W. A. FREEMAN CO., LIMITED
HAMILTON, - - CANADA

Why not buy that "Eureka" now while the prices are right?

Owing to the increased cost of materials and the big scarcity of labor, it is not improbable that the prices of our various "Eureka" models may be advanced in the near future.

Dealers contemplating the purchase of a new refrigerator should take advantage of our present prices. The Eureka offers a maximum of efficiency at a minimum cost.

Learn all about the many distinctive features of the dependable refrigerator. Compare it with any other on the market. You will readily acknowledge Eureka superiority.

May we send you our catalog?

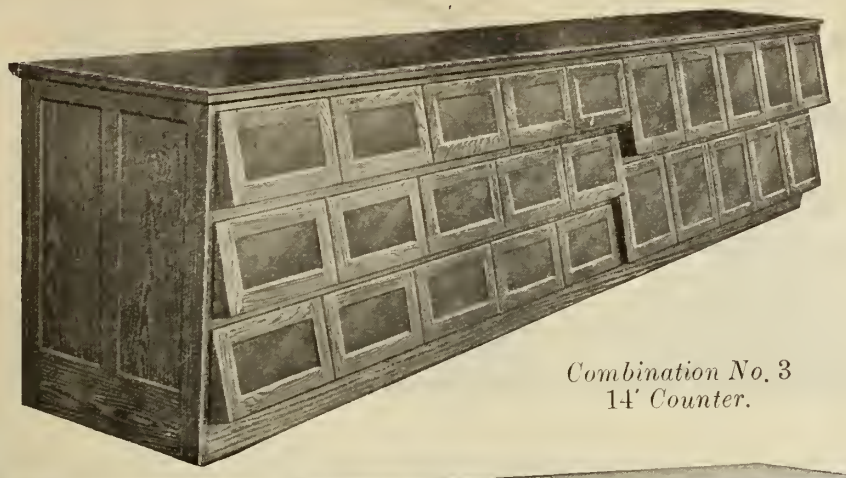


REPRESENTATIVES:—James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.

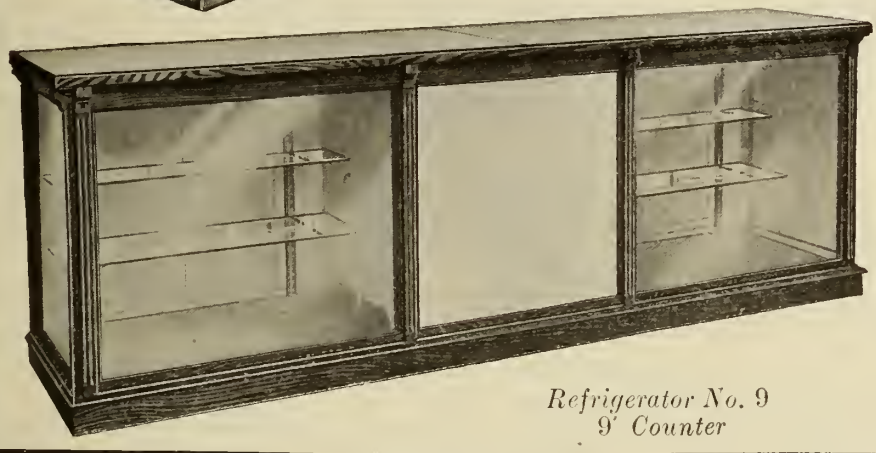
Eureka Refrigerator Company
LIMITED

27-31 Brock Ave. 54-56 Noble St. 21-33 Earnbridge St.
TORONTO, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.



Combination No. 3
14' Counter.



Refrigerator No. 9
9' Counter

"They Cost No More and Serve You Better."

WALKER BIN STANDARD GROCERY FIXTURES

Buy the only up-to-date equipment made in Canada for display and sale of groceries under modern conditions.

Send us your floor plan for equipment to reduce the cost of service and increase your possible turnover.

Perhaps you are short-handed since your best men enlisted for overseas, to serve our King and Country.

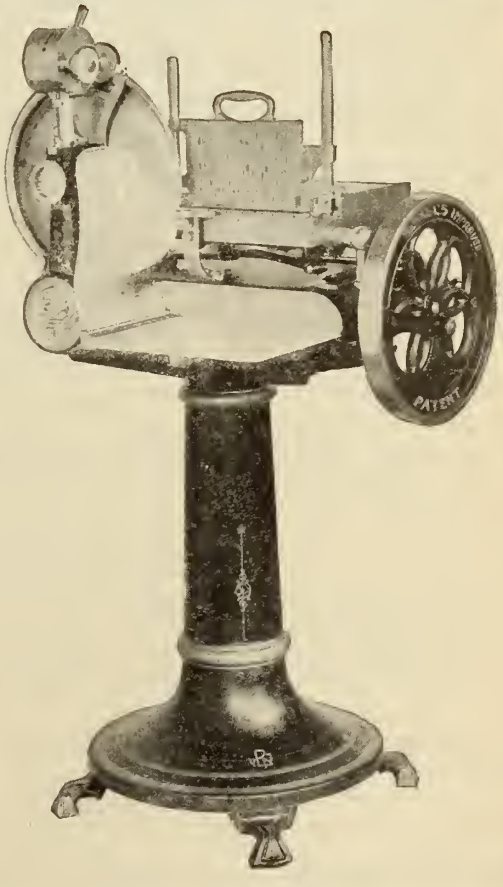
Walker Bin System will reduce cost of service 25%.

The Walker Bin & Store Fixture Co., Limited

Berlin, Canada

Van Berkel's
Patent Slicing Machines—

The World's Best Meat Slicer increases your business and profits by bringing your cured meat business up-to-date. Write to-day for information as to how to make more money from your cured meat department.



The Hobart Mfg. Co.

105 Church Street
TORONTO

Ryan Bros., 110 James St. E., Winnipeg, Agents for Manitoba, Sask. and Alberta



New 1916 Model National Cash Registers Benefit Both Merchant and Customer in Many Ways

The Merchant Makes More Money

National Cash Registers do many things.

They increase profits.

They stop mistakes and losses.

They advertise the business and increase trade.

They give a printed record of every article sold.

They protect employees against temptation.

They show which employee is most efficient.

They make an infallible and complete record of every transaction during the day.

One by one we have discovered new ways to make National Cash Registers give better service. Our 1916 Models give a service that makes them a great national public utility. They directly benefit every man, woman and child that spends money in a store. They equally concern every merchant, clerk, banker, and wholesaler.

They make money for merchants by saving money, by giving detailed information about every transaction. They enable merchants to give better service and so attract more and more business.

Merchants should write to-day for full information regarding these new machines. Liberal allowances made for old National Cash Registers.

The Customer Gets Better Service

National Cash Registers — prevent customers from being overcharged —insure credit for all money paid on account —prevent paying the same bill twice—show which clerk made the sale—stop disputes with clerks — prevent mistakes in change—enable customers to get goods and change quickly — protect servants and children against temptation and unjust suspicion.

To National Cash Register Co,, of Canada, Limited

Please send me full information about your new 1916 Cash Registers.

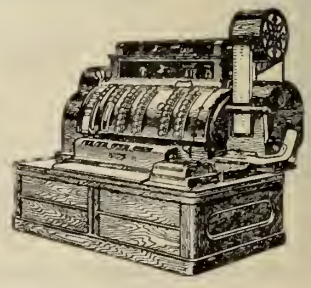
Name .....

Address .....

The National Cash Register Co., of Canada, Limited

Christie Street

TORONTO, ONT.



If any advertisement interests you, tear it out now and place with letters to be answered.

$10——and——30c.

A merchant can buy a suit of clothes to sell, at a profit, for $10. But he gambles on satisfying his customers.

Similarly a grocer can buy tea to sell, at a profit, for even as low as 30c a pound. But he takes a big chance on pleasing his customers.

You can't brew a real, fine, full flavor out of common, low-grown or old tea any more than you can get durability out of old "shoddy."

To insure the complete satisfaction of his customers, a dealer must necessarily sell a tea that has real quality in the leaf, such, for example, as Red Rose Tea. This famous blend of the choice young leaves of Assam-Indian and Ceylon teas is one with which a grocer can safely and quickly build up a large and permanent tea trade. To prove it, try making Red Rose Tea your LEADER for a while.

Red Rose Tea

"is good tea"



The ARNETT Grocery Counter

Quick Service— More Business

ARNETT COUNTERS

Handle more customers in less time; give your customers a quick service under the most sanitary conditions. Hold your old customers and attract new. The **Arnett Counter** beautifies your store, lessens your labor, quickens your service, keeps your goods in a perfect sanitary condition and brings you right up-to-date in store equipment.

An Arnett Grocery Counter is a paying investment. Write for full description and prices.

Thomas Lewis Arnett Builders of High Grade Store and Office Fixtures **SOURIS MANITOBA**

——Winning the Buyer's Favor——

The best possible buyer is not made an actual buyer at a single step.

It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising.

Under ordinary conditions it should not be expected to do more.

If any advertisement interests you, tear it out now and place with letters to be answered.

Robinson's "Patent" Barley
and
Robinson's "Patent" Groats

There's a big year-round demand for these two nutritious foods which is creating worth-while profits for dealers the country over.

You, too, can add considerably to your turnover by constantly featuring Robinson's "Patent" Groats and "Patent" Barley.

Robinson's quality reputation is a mighty big factor in securing quick, easy sales.

Your wholesaler will send you a supply.

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO



Why your customers prefer goods sealed with Anchor Caps

They know that the definite security of this seal prevents contamination of the contents, and they know, too, that the contents always taste just as good as they look tempting.

Mr. Dealer, if you have not already tested out the sales-pulling possibilities of this well-known seal, you should give it a trial on your next order of bottled goods.

Glass containers sealed with Anchor Caps make effective displays in window or sales counter. A trial order will convince you that the Anchor Cap is a reliable sales-getter.

Your wholesaler will furnish Anchor Caps on any line of bottled goods you require. Get in touch with him now.

Anchor Cap & Closure Corporation of Canada
LIMITED

Sudbury St. West, Foot of Dovercourt Road TORONTO, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

VOL. XXX TORONTO, JUNE 16, 1916 No. 24

Manitoba Association Achieves Big Success

Convention in Winnipeg is Very Largely Attended and Brisk Discussions on Trade Topics Result—The Mail Order Menace the Chief Problem Faced—Wider Organization Work is Stimulated.

THERE have been attempts made many times to get the retailers of Manitoba together in convention, but not until this year has anything approaching success been achieved. The Retail Merchants' Association have been strong in Winnipeg for some time, and have done considerable good work. However, only during the past year has a serious effort been made to get the whole province organized. Recently the association secured the services of J. H. Curle, who has been assiduously getting things in shape for months past. As things stand now, in point of numbers the province is away ahead of the capital.

The second annual convention of the Manitoba branch was held in Winnipeg on June 6, 7 and 8, and in every way it was a remarkable success. In view of the short time the association has been in existence, it was thought by some that this meeting would be a dismal failure. The number of delegates who came in from the country astonished everybody. There must have been close on two hundred, while almost that number of visitors, representing jobbers, wholesalers, and other bodies, registered their names from time to time. From point of interest, it was one of the most successful conventions ever held in Canada by the Retail Merchants' Association, as a number of movements were set on foot, which will undoubtedly be brought to a successful conclusion, resulting in benefit to the retail trade throughout the whole Dominion.

The question which seemed to be uppermost in the mind of everybody was, How can the retailer combat the mail order house competition? The question popped up almost every minute, and scores of solutions were offered. Wholesalers suggested one thing, credit men another, while the retailers had their own pet solutions. There were business experts there to solve the problem, preachers too, and a successful business man from Minneapolis. Then there was a visitor from Saskatoon, who received an attentive hearing; he had his solutions. Merchants who have banded themselves into what is known as the Merchants' Consolidated Limited, also came out with their panacea for the ills of the retailer. All the papers read, all the addresses delivered, and all the discussions which followed, seemed to veer around to this one question: "How can the retailer fight the Mail Order Houses?"

What was the outcome of it all? In a nut shell, it has been decided that the president of the Retail Merchants' Association of the three prairie provinces shall form committees, which will meet committees appointed by the wholesalers, and there and then thresh out these matters—not the mail order questions only, but all matters affecting the relation between retailer and jobber.

One fact seemed clear — that many delegates present had a deep seated impression that the jobber was to blame, in a measure, for the present state of things. Some thought otherwise, and ap-



Manitoba Branch, R.M.A., in Convention at Winnipeg.

plauded every suggestion that "the jobber was their best friend." At certain stages there was considerable cross fire between the jobbers present and retailers who had come with specific complaints to make. At times the discussions became unpleasantly warm, and somebody suggested that boxing gloves be ordered, or it would be necessary to call the ambulance.

When it was hardware, the discussion centred around nails and barb wire, these being the two lines on which competition is most keenly felt. When it was groceries, soap was in the limelight. The drygoods men took blankets for their topic. A special afternoon was set apart for a conference on these matters between jobbers and retailers, but through some misunderstanding, only a few jobbers attended. These did not come equipped to answer the scores of questions, and it was thought best to let the matter stand over until it could be properly attended to by committees from both sides.

This fact was made plain: that in the case of lines in which competition was most keenly felt, the mail order houses were either selling below cost in order to establish a reputation for cheapness, or else they had purchased when the market was very low.

These were the most important matters discussed, and full accounts of these discussions may be found elsewhere in this issue.

The Opening Session

After the registration, convention was called to order on Tuesday afternoon, June 6th, by C. F. Rannard, president. The Mayor of Winnipeg extended a warm welcome to delegates from outside points. He was followed by J. W. Kelly, president of the Winnipeg branch. C. F. Rannard, president of the Manitoba Association, replied, and in his address stated that trade was turning more and more on the spirit and personality of the man behond the counter.

These formalities being over, the chairman called upon E. M. Trowern, Toronto, secretary of the Dominion Board, to address the gathering. Mr. Trowern dealt with problems that could only be tackled as a united body from coast to coast. He took his hearers back to the early days when the Retail Jewellers' Association of Canada was first formed, telling how they tried to effect reforms and failed. To use his own words, "They went to Ottawa with a shot gun, and should have taken a cannon." It was then that the Retail Merchants' Association of Canada was formed. Mr. Trowern cited one or two cases where the association had removed difficulties which had been bothering the retailer for years. They had succeeded in making it a crime to use false advertising. He cited one or two cases where they had been successful in bringing offenders into court, one of the cases cited being that of the 33c paint, full details of which have been given in Hardware and Metal and Canadian Grocer on previous occasions.

During the afternoon, reports of the provincial officers were given, which are dealt with fully elsewhere in this issue. The treasurer's report showed that considerable growth had taken place in the association during the past year. He announced that there was $730.32 to their credit in the bank.

Mr. Rannard, president of the association, in his address paid great tribute to the Manitoba Government. Much important legislation had been enacted, which ought to be reflected in a better and more prosperous community. He referred to the temperance legislation, which he thought would be of great commercial benefit to every retail merchant in the province, diverting ten million dollars per year into channels of legitimate trade, and helping to raise a high standard of manhood.

J. H. Curle, secretary of the association, dealt particularly in his report with the co-operation of retailers and wholesalers. He said that he had received many complaints against jobbers who were selling direct to consumers. For the purpose of removing these grievances, a joint committee of wholesalers and retailers was formed, and a start made in the right direction. They had done much to prevent having bankrupt stocks slaughtered to the disadvantage of other dealers. He referred also to the efforts of the association in the direction of getting questionable and misleading advertisements excluded from the newspapers. Exaggerated statements made by dealers regarding jewellery have been checked up, and prosecutions followed where there had been a violation of the Gold and Silver Marking Act. Mr. Curle's speech is dealt with fully on another page.

At the Tuesday evening's session, two addresses were given on "Commercial Preparedness." A. L. Struthers took the subject "Getting More Business," while the Rev. W. J. Hindley, a Winnipeg minister who was formedly Mayor of Spokane, Wash., addressed the gathering on "The Retail Merchant as a Community Builder."

The Wednesday Sessions

A start was made on Wednesday morning at 9 o'clock, addresses being delivered by D. B. McGee representing the wholesalers, and C. H. S. Bamford, representing the sales managers.

Sales Manager Speaks

While Mr. Bamford's speech was particularly interesting to hardware dealers, the advice handed out by him could be used by dealers in almost any line of trade. He made it clear at the outset that he was not representing the manufacturers or jobbers, but the Sales Managers' Association of Canada.

Almost immediately, he launched out into the question of the mail order houses, first minimizing their importance by stating that only 6 per cent. of the total retail business in Canada is done by mail order houses. "Surely," he said, "it is not an economic condition so terrible that it makes the teeth of the retailer chatter."

He recommended fighting mail order houses with their own methods; first, they were efficient and the retailer must be efficient; the mail order houses and department stores had brought waste down to a minimum, and the retailer who would succeed must prevent wasteful leaks. Mr. Bamford also laid great emphasis on cleanliness, which he said was one of their biggest assets, and quickly appreciated by the public.

He next launched into the question of window and store dressing, and urged the country merchants to develop their talents in this direction. They all knew that there was room for improvement in this respect, and as a rule, window and store dressing in the average country store, even in the city stores, was enough to drive away trade instead of inviting it.

A part of Mr. Bamford's speech was devoted to the question of markets. The mail order people, he said, watched the markets and their catalogues were compiled months in advance of the season they were gotten out for. He believed it would pay the retailer to take a leaf out of their book in this respect. Then they must have courage; the average retailer was too timorous in backing his judgment on market conditions and in dealing with the public, particularly in the matter of extending credits, and collecting accounts.

The speaker offered several suggestions to the Retail Merchants' Association of a practical nature. He would have them engage a corps of experts in window and store dressing, in waste saving, in advertising, and in accounting; these men to travel through the country. Mr. Bamford had a word to say about advertising, and strongly advised his hearers not to spend money on hotel and pool room advertising. It would be better to secure descriptive price cards from a good sign painter, which were snappy and attractive, thus riveting the attention of the customer on the goods and resulting in more and quicker sales.

Finally he dealt with the question of eliminating the jobber. He asserted that nobody would eliminate the jobber because the most successful manufacturing plants in every country recognized their influence. He believed that the jobber's future was full of promise, and instead of being eliminated, he

would be elevated to a higher business plane.

Always Will be Jobbers

Following the address delivered by C. H. S. Bamford, there was considerable discussion, which at times became very heated.

Among those present at the convention was J. L. S. Hutchinson, of the Saskatoon Hardware Co., who is better known through his connection with the Canadian Supply Co., a wholesale concern with headquarters in Saskatoon, being run on a co-operative basis. Mr. Hutchinson was called to the platform, and replied to some of the points brought up by the speaker.

He said he did not think the jobbers and retailers had got together a bit too soon. It was absurd for anyone to say there should be no jobbers. He believed there would be jobbers as long as there were retailers; what they must agree on was that there were too many retailers, and too many jobbers, and their ways of conducting business were far too expensive. It was necessary for both of them to adjust their ways of doing business; the mail order houses were here to stay, and they must get together to fight them.

One important point he wished to raise, and that was that the retailer should look to the jobber for protection on those goods which the mail order houses were featuring. If the mail order houses could go out and buy goods six months in advance, and pay for them with cash, it was up to the jobber to see that the retailer was protected on such goods as nails, fencing, etc. If the jobbers did not do this, then the sooner the retailers carried their own stocks, the better. The speaker said he was not in favor of co-operative buying, but if the jobber would not help them, it was absolutely necessary for them to do something along these lines. One thing was sure, that the present system of jobbing needed brushing up, just the same as the retailers needed to do a little brushing up, and the only way to accomplish this, was for the two to get together.

Considerable had been said about the farmer buying in the cash market. "Why," asked Mr. Hutchinson, "should not the retailer buy in the cash market too? What inducements have the jobbers given to the retailer to pay cash outside of their offer of 2 per cent?"

There was hardly a wholesaler in Winnipeg to-day, he ventured to say, who did not sell to mail order houses at a better price than he did to the retailer. If jobbers only refused to sell to mail order houses, the effect would be felt from one end of Manitoba to the other. The trouble was the retailers were asleep; if they were organized to a man, it would be impossible to have this put over them.

Mr. Trowern (interrupting)—"The East also."

Mr. Hutchinson—"Yes, but these are western conditions that we are up against."

There was considerable uproar in the building when Mr. Hutchinson announced that some of the wholesalers had gone into the mail order business themselves, and the time was coming when they would have to do something in retaliation. There was no doubt whatever that their enemies were the mail order houses, and the big department stores, and that the jobbers were their best friends; it was strange, however, that the jobbers wanted to hold them down, but they could not hold the other fellows down; if they could only do that, it would be lovely.

In conclusion, Mr. Hutchinson said that he hoped the result of this meeting would be that the Manitoba convention next year would be ten times as large as this was. One man could not do the work. It was necessary for them to form joint committees for the three provinces and get to work with the jobbers. The jobbers' future depended on the retailers' future, and vice versa.

Going Direct to Public

When Mr. Hutchinson had taken his seat, he was followed by W. E. N. King, of Neepawa, who complained that he was pestered to death with the wholesalers trying to get the business of a man in his district who was putting up a barn. All the manufacturers and jobbers were jumping over themselves, he said, to get the business. He also referred with considerable heat to the fact that a man in his town who did not possess a store had been sold goods at wholesale prices.

R. L. Gillerlain, Manitou, drew attention to the fact that a certain shot gun which it had been claimed could not be bought by mail order houses was bought by a mail order house at $24 or $24.50. The speaker said his price from the jobber was $30. The mail order houses were able to sell it at $27. By the time he put his cost on, the price was so great, he was held up by his customers as being an extortioner. The speaker blamed the jobbers for being responsible for these conditions, but he was not singling anyone out.

At this point Mr. Waldon, of the Marshall-Wells Hdwe. Co., called Mr. Hutchison's attention to the fact that he had said that all jobbers in Winnipeg sold mail order houses. His firm, he said, had not had a transaction with the largest mail order house in Winnipeg in the last five years.

Mr. Rannard—"That's helping the retailer."

Things had begun to get rather heated up to this point, and someone arose to suggest that they send out for boxing gloves, or else it would be necessary to send for the ambulance. He pointed out that they were an hour behind schedule and were not arriving at anything. He moved that they dispense with further discussion, and refer these questions to the resolution committee, who would bring in a recommendation.

Mr. Gillerlain, Manitou, interrupting, said that his only objection to this motion was that they had the men here now and would probably not be able to see them again.

Mr. Kelly, secretary of the Winnipeg association, seconded the motion, saying that there would be another convention coming, when he hoped there would not be this cross fire; that they would work more together.

Other members rose and said that many of those present would like to see the matter threshed out on the floor of the house. Some absorbing questions they said had been brought up by Mr. Hutchison, and they had come hundreds of miles to have these matters attended to. It was not only hardwaremen; there were grocers and dry goods merchants who had the same grievances.

It was agreed that this matter should be taken up by the resolution committee and that conferences be held with representatives of the jobbing houses in order to arrive at a definite conclusion.

Addresses in Evening

The Wednesday evening session was taken up by addresses. W. H. Ault, of the Ottawa Department of Agriculture, delivered an address on "Marketing Eggs," which was very similar to that which he gave at the Regina convention. While the convention was on a demonstration of egg candling was given in a special booth in the building.

The second address was by Prof. J. W. Mitchell, professor of dairying, Manitoba Agricultural College. He took for his subject "Marketing Butter." Prof. Mitchell dealt almost entirely with the marketing of dairy butter. He said that the amount of dairy butter made in Manitoba had almost doubled during the past three years. Some principles in operation in the manufacture of creamery butter, he said, could be used in making dairy butter. The creameries were grading and paying on a basis of quality, and there was a tendency for produce merchants to buy on that basis too.

He suggested that merchants, unless they knew that butter was going into immediate consumption, should put it up in solids, as the larger the surface, the longer the butter would keep. If the butter was to be held in storage, it should be kept at a temperature near freezing point. Prof. Mitchell suggested that butter be graded at the country store. He knew that it was hard for them to do it, and that they had their customers to

contend with; but if they were going to give satisfaction all round, it would be necessary for them to grade it sooner or later.

He gave some advice on the making of solids; recommended that new tubs be used which were clean, and lined with parchment paper. The tubs should be packed as neatly as possible. Where the butter was packed in stores, under no condition should they use soap or candy boxes. They should select their butter, and not pack it together. It should be selected as regards quality and color: the light lines should be in separate tubs. The butter should be sent to the market as soon as possible.

The speaker suggested that merchants could help considerably by passing on information to the farmer. If there was a defect in the flavor, he should get the farmer to improve it. If the butter was mottled, they should try to get rid of it. Mottled butter was due to there not being enough moisture, and due to the fact that the salt was not evenly distributed. He recommended the use of a fine grain salt.

Prof. Mitchell urged his hearers to use their influence in getting farmers to ship to the creameries as much as possible, as only in that way could they work up a dairy industry of which they would be proud.

At the close of the address one of the delegates asked Prof. Mitchell if it was safe to keep other things with the butter in the refrigerator. Prof. Mitchell replied in the negative, adding that the butter should be kept where the air was pure.

The Banquet

Wednesday night the association held their second annual banquet in the Fort Garry Hotel. Premier Norris, Mayor Waugh and other prominent men of the city and province were there, and spoke confidently of Manitoba's wonderful future, and of the power and aid in its development that an organization like the Retail Merchants could give.

The dining-room was crowded with delegates from all points in Manitoba and from Winnipeg, who sat down to do justice to a menu that included a rare combination of delicacies. Over all hovered the spirit of good fellowship and co-operation.

Speeches were delivered by Premier Norris, Mayor Waugh, Vere Brown, A. L. Crossin, William L. Harris, D. D. McDonald, Rev. W. J. Hindley and E. M. Trowern. Mr. Norris emphasized, in his speech, the fact that Manitoba was rich in minerals, and said that he hoped to see Winnipeg in a few years a large mining camp. He said, however, that no matter how rich Manitoba may be in minerals, agriculture should be improved, since it was the chief industry in the province.

J. W. Kelly, president of the Winnipeg branch of the association, presided at the banquet. He announced that Mr. Lang, of Messrs. Russell-Lang, had donated a banner to be awarded to the town that had sent the largest number of delegates.

At the conclusion of the banquet, a flashlight photograph was taken of the assembled delegates.



J. H. TRELEAVEN, Winnipeg,

First vice-president of the Retail Merchants' Association, Manitoba Branch, in 1915. Mr. Treleaven is a grocer.

J. H. Treleaven, first vice-president of the Retail Merchants' Association of Manitoba, is a member of Treleaven & Campbell, grocers, 328 St. Marys Ave., Winnipeg. This firm has run a high-class business in one store for the past fifteen years. Mr. Treleaven started his business experience as a boy at Beaverton, Ont., in a general store. Coming to Winnipeg, he spent five years behind the counter with F. E. Weldon & Co., Portage Ave. (since retired.) Fifteen years ago, he started up in partnership with J. A. Campbell, who was also a clerk at that time with F. E. Weldon & Co.

Mr. Treleaven was first vice-president of the Winnipeg branch of the Retail Merchants' Association a year ago, and was elected first vice-president of the Provincial Board in March, 1915.

Thursday Session

Nearly the whole of Thursday morning was taken up with addresses and short discussions. W. H. Hammel spoke on "Retail Accounting Simplified and Illustrated." W. E. Hawkins took for his subject "Insurance Problems," with special reference to the Workmen's Compensation Act as it affects retail merchants. W. E. Taggart, fruit markets commissioner of British Columbia, delivered a splendid address for the grocers and general merchants on "Preserving fruit without sugar."

In the afternoon officers for the coming year were elected.

The nominating committee's report that President Rannard had been nominated for a second term was greeted with great approval by the convention. Mr. Rannard was unwilling to accept either the work or the honors of the position for another year, and it was only the wish of the entire convention which finally prevailed upon him to agree to re-election.

Officers Elected

Other officers elected were: Vice-president, J. A. Banfield; second vice-president, A. G. Box, hardware dealer, members of the firm of Box Bros., Souris; secretary, J. A. Curle; treasurer, T. S. Connell.

Both Mr. Curle and Mr. Connell were also re-elected.

Delegates to the Dominion convention: J. A. Banfield, T. S. Connell, Horace Chevrier, C. F. Rannard and W. T. Devlin.

The rest of the afternoon was given over to a most interesting discussion between wholesalers and retailers, on problems affecting both.

The convention closed with a few well-chosen remarks from the president, followed by three rousing cheers and the singing of the National Anthem.

List of Delegates

The following is a list of the out-of-town delegates and guests: D. A. Rusor, Brandon; J. F. Price, Brandon; J. Murray, Altamont; N. McDonald, Baldur; H. F. Mainwaring, Birtle; J. A. Paine, Basswood; J. R. Atkin, Basswood; J. Knight, Basswood; S. R. Root, Emerson; D. Sutherland, Dauphin; D. D. McDonald, Dauphin; J. H. Bossons, Dauphin; V. J. Halliday, Elm Creek; H. E. Sadler Elgin; Robert Gillispie, Dominion City; H. J. Mattick, Griswold; J. S. Humphrey, Griswold; C. Sigmar, Glenboro; A. Kindred, Glenavon, Sask.; A. B. Moncrieff, Glenavon, Sask.; J. S. Riddell, Frobisher, Sask.; C. W. Paynlie, Tantallon, Sask.; Miles McCay, Oxbow, Sask.; P. Huck, Vibank, Sask.; J. A. McFarlane, London, Ont.; W. Sinclair, Fairford, Man.; A. Cochrane, Manitou, Man.; A. F. Higgins, Roland; J. A. McKenzie, Rivers; A. S. Box, Souris; D. A. McKenzie, Souris; A. Baudry, South Junction; A. O. Boudry, South Junction; Wm. Shilson, Snowflake; Leo. Millzin, Snowflake; J. J. Wilson, Steep Rock; A. J. Baudry, Vassar; F. E. Reneuf, Bowsman River; J. F. Crosby, Darlingford; Jules Decorby, Lazare; R. L. Sutherland, Manitou; O. A. Jurison, Poplar Point; C. K. Stewart, Rosinfeld; H. Lanstier, Transcona; R. Simmons, Grandview; D. Cameron, Gilbert Plains; A. H. Lepper, Gilbert Plains; Wm. Chambers, Hamitoa; J. E. A. Mitchell, Killarney; J. E. Lambert, Lauder; W. L. Currie, Lauder; N. Bailey, Marquette; John Campbell, Makinak; W. L. Henry, Makinak; C. Landry, Mariapolis; W. E. N. King, Neepawa; Geo. L. Foerstin, Neepawa; J. Yellowless, Ninette; Alf. Babt, Portage la Prairie; A. McGillvary, Binscarth; John Spence, Harding; W. V.

Stevenson, Harding; B. Dalman, Selkirk; John Lemon, Hamiota; S. Einarson, Lundar; L. C. Walkey, Ogilvie; E. McPherson, Portage la Prairie; A. Lavoie, Dunrae; F. N. Smith, McCreary; W. A. Dewland, Portage; H. M. Dunham, Portage; L. V. Phinney, Portage; S. Rosner, Plum Coulee; O. J. Baxter, Plumas; W. S. Kenner, Pierson; Darley Taylor, Souris; W. C. McShane, Souris; W. H. Weeks, Stornaway, Sask.; J. M. Donald, Selkirk; W. E. Hargraves, Silverton; J. L. Morton, Wawanesa; A. E. Forman, Arden; W. H. Hyde, Ashern; E. Eichman, Boissevain; F. Fredrickson, Glenboro; B. W. Caldwell, Carberry; R. H. Harwood, Elm Creek; S. Marshall, Elgin; A. L. Henry, Grandview; H. S. H. Hill, Hartney; J. Mountain, Hartney; Fred Dagg, Holland; W. R. Ross, Holland; G. Blackwell, Holland; N. Tattleman, Lyall; N. Atkins, Morden; A. F. Pease, Melita; E. Breckman, Lundar; L. C. Walkey, Ogilvie; J. L. S. Hutchison, Saskatoon, treasurer Saskatchewan Board, and vice-president Dominion Board; J. Elliott, Forget, Sask.; J. H. Elliott, Carnduff, Sask.; M. Thurlby, Glenevan, Sask.; W. Sutherland, Clandeboye; Weir Foster, Consort, Sask.; F. J. McCallum, Elm Creek; P. H. Harwood, Elm Creek; J. L. Hettle, Fairfax; E. E. Turner, Macgregor; M. McCaig, Portage; A. Hardie, Plum Coulee; A. E. Smith, Reston.

City Visitors

The following list contains names of city members, jobbers, manufacturers, and other guests, who registered at the door: L. M. Young, W. A. Templeton, C. Wilkins, J. A. Kenned, W. H. E. Horner, C. V. Saunders, B. E. Dazell, F. W. Dudley, W. Surus, Holt Renfrew, T. A. Counsell, J. W. Kelly, W. H. Ault, C. F. Rannard, W. J. Wilson, Geo. W. Markle, Stanley Osborne, W. J. Hindley, W. J. Devline, C. P. Sehr, W. A. Bishop, Horace Chevrier, I. M. Winslow, G. Bonnycastle, J. V. Anderson, Jno. O'Hare, Wm. Lucklam, J. S. Whaley, E. L. Randolph, C. D. Lang, C. L. Wilton, J. S. Gordon, W. J. Merridith, Lisgar L. Lang, J. H. Buckler, V. Buckler, A. B. Rannard, Harry H. Rannard, Henry Solvrey, W. F. Osborne, E. S. Merrill, N. H. Neill, A. T. Kernaghan, W. J. McPherson, C. H. Bamford, H. H. Pydt, Geo. L. Palmer, Wm. Crawford, Fred J. Marrin, T. D. McGee, D. P. Smith, J. M. Proudfoot, Thomas L. Waldon, Alex. E. McLean, R. A. Grant, A. F. Emery, L. J. Hancoe, Thomas E. Yuill, D. McIver, Chas. Wood, A. E. Lewis, R. Guthrie, Fred D. Lawrence, E. J. Clark, J. S. S. Hutchinson, W. S. Graham, J. R. McLean, P. H. Forsyth, E. J. Gregor, F. Endress, F. W. Lynde, G. M. McBride, G. Brundrit, J. Pierpoint, P. Steinberg, J. H. Wickson, A. W. Adams, J. C. Greenwood, James C. Craig, S. Nash, J. A. Jack, A. V. Ferguson, J. P. Kilgour, John J. Gilmor, F. O. E. Hamilton, S. A. Heath, R. McKenzie, E. G. Williams, D. J. Ladd, G. Z. Reynolds, H. M. Belcher, O. G. McDonald, John Gibb, A. J. D. Johnston, John D. Cameron, W. O. Love, C. W. Harvey, H. M. Nash, J. C. Thomson, J. C. Moore, A. H. MacLachan, David Brown, H. Gosling, James Perry, D. T. Johnston, H. B. Bull, J. A. Donaldson, M. G. Broder, R. W. Robinson, H. C. Daggett, J. E. Cantwell, Wm. S. Mitchell, M. Steinberg, J. E. Vogan, Kenneth R. Daviss, J. A. Evans, M. Douglass, J. P. Clark, J. C. Pinfound, Chas. F. Roland, D. M. Solandt, John Erzinger, A. F. Burdick, A. McCay, G. R. Bolton, W. W. Robson, Albert Smith, E. O. Lang, W. T. Perry, R. M. Wort, D. E. Finkle, F. J. Dilon, L. A. Gibson, H. Bruce Gordon, R. Mantello, W. O. Billington, G. Davies, R. C. Henders, R. Thornton, T. W. Brownridge, A. L. Crossin, J. C. Shortill, E. B. Reynolds, D. F. Dyson, I. A. Shantz, C. H. Prest, J. K. Brown, G. Chapman, C. E. Gulland.

FRUIT CROPS IN B. C.

By W. E. McTaggart, Fruit Commissioner of B.C.

(From address at Manitoba Convention, R. M. A.)

We have had a very backward spring, and a very severe winter. Any of you who know British Columbia will hardly believe me when I tell you that the snowfall in Victoria in January was 73 inches. But as you know, weather conditions have been abnormal everywhere. In the Okanagan Valley a large number of the orchards were hurt by the frost, and generally suffered from winter injury. Across the line in Washington, Oregon, Montana and Idaho, similar conditions prevailed, and these States have had late spring frosts, which have seriously affected some crops.

Last fall everyone in the fruit business declared with a great deal of confidence that there would be a big crop of apples this year, but their expectations will not be fulfilled, for the weather man stepped in and had his way. We in British Columbia will have an average crop of apples, which will total slightly over last year. Now remember that what I say about the crops may be pure fiction next week; a hundred-and-one things may happen that will upset all our present estimates.

I am firmly of the opinion that apple prices will be less this year than they were last, despite the increased duty, for our crop will be slightly larger than in 1915. The american apple crop, that is in the Western States, will be greater than last year, but how much, it is hard to say. Southern Idaho has been hard hit, and also some of the other districts. It will be impossible to tell how the apple market will swing for another three months.

McIntosh Reds stood the winter well, and these will be in demand as much as

(Continued on page 36.)



Banquet of the Retail Merchants' Association of Manitoba, held at the Fort Garry Hotel, Winnipeg, on Wednesday evening, June 7.

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PUT BLAME IN THE RIGHT PLACE

A DESPATCH from London, Ont., says that the Trades and Labor Council has undertaken "to inaugurate a nation-wide fight against the granulated sugar trust," by means of a partial boycott. Says the despatch "the claim is made that the manufacturers have boosted the cost of sugar without justification because of the war and unusual conditions affording an opportunity for fat profits." The council, therefore is to ask residents in its district to "exercise strict economy in the use of sugar." "Other councils," concludes the despatch "will be asked to follow suit."

Presumably the "manufacturer" of sugar is the refiner. It is necessary once more to point out that the blame for the rising cost of sugar is continually being put in the wrong place. The refiner is not to blame.

The reason why sugar has advanced so monumentally since the outbreak of war is, briefly, the planter. The gentleman in Cuba and secondly the New York speculators are the men against whom the Trades and Labor Council should breathe out threatenings and slaughter. Since the beginning of war the price of raw sugars has advanced from 2c to 5.37c. It is the price of raws (though all unconsciously) which is upsetting the Trade and Labor Councils, who say that "the manufacturers are simply holding up the people on the pretext of war."

Half the sugar supply of the world, roughly, comes from Germany, France, Belgium and Russia. The other half comes from Guiana, Cuba and Java. The first group are warring countries. Therefore, they are not doing much sugar-producing; certainly little for export. Indeed, there is a large demand from them on the countries in the second group for sugar. The British Sugar Commission is buying all the sugar it can from the second group.

Now the Cuban and the Javan have hardly ever known what it is to have any ready money. They saw in wars inflated demands an opportunity. They seized it. Whereas in pre-war days the Cuban got what the refiner would give, it is now a case of the refiner giving what the Cuban insists on. Either that or—no sugar. There has, too, been an important element of speculation in New York. Speculators have jumped in and boosted the sugar market. These gentlemen are brokers. They are not *refiners*. Canadian markets simply follow New York.

If, then, the cost of raws has jumped during the war from 2c to 5.37c per lb. or an advance of something like 130 per cent., is it possible for the refiner to refrain from advancing to the retailer, or the latter to the consumer? Add to that heavy advance such things as additional duty across the border; unpredented freight charges; abnormal war risk; insurance tolls; cost of handling; and loss in weight, and it is clearly impossible for the refiner to sell to the trade at anything like pre-war prices. The retailer, of course, simply advances to the public correlatively to the increased cost to him.

The members of the Trades and Labor Councils while no doubt they mean well should be careful to have all the facts in their possession before they accuse anyone so unreservedly.

They are placing the blame where it does not belong. A little reflection will show this. The Cuban is largely to blame; after him the speculative broker in New York. The Canadian retailer and refiner are certainly not to blame for the rising price of sugar.

WOLVES OF INDUSTRY

PRICE-CUTTERS have been referred to by the vice-chairman of the United States Trade Commission as the "Wolves of Industry." With shark-like methods they attack from underneath.

Of the 22,000 failures in the United States last year, he attributes some 90 per cent. of these to small retailers who cut their prices.

H. O. Roberts, secretary of the Minnesota Retail Hardware Association, on the other hand, attributes the failure of some 21,000 of these to the way they extended credit.

One authority says it was price-cutting that put the quietus on so many: another asserts it was the way credit was extended.

If a minute analysis were made it would no doubt be found that both were contributing causes. In a measure the two things are closely allied.

Price-cutting is a general reduction of the margin of profit. It is short-sighted business in that it fails to take cognizance of the cost of doing business. Laxity in the extension of credit means that the profits on cash sales are cut down. If the dead-beat gets away with the goods the loss has to be borne somewhere.

SOME VACATION HINTS

NOW that vacation time is close at hand, it would be well to pay heed to the very excellent advice given by H. Addington Bruce on the question. He says:

It is at this time of year that people begin to plan vacations. They look forward to them with high anticipation. Too often they return disappointed, feeling that they have been cheated out of the "good time" they counted on having.

Sometimes they come back to their work more tired than when they went away. Sometimes they come back really ill and unfit for work for weeks or months.

All this is wrong. It is contrary to the natural order of things. And it usually is the result of preventable mistakes by the vacationists themselves.

One common mistake is to choose as the place for the vacation a spot too far from home. This means a long and wearisome journey both at the outset of the vacation and its close. Tired nerves are set on edge before the vacation really begins.

Some people, indeed, select so remote a vacation place that they have to spend most of their time resting for the return trip, which again has an exhausting effect on them.

A change in surroundings is always desirable when one takes a vacation. But it is better not to leave home at all than to travel too far for the change in surroundings.

Still more common is the mistake of beginning one's vacation too strenuously.

A person whose working time is devoted to a sedentary or practically sedentary occupation, cannot expect to plunge instantly into a vigorous outdoor life without experiencing ill effects. Yet this is precisely what many people of sedentary occupation do.

The clerk whose muscular exercise has been pretty much limited to handling light merchandise or using a pen goes to the mountains for a vacation. The day of his arrival, or the next day, he blithely sets out to climb the highest peak in the vicinity.

He may achieve his ambition of getting to the summit. But the tramp back to his hotel or boarding-house is sure to be a painful one.

And it can be taken for granted that for the next few days he will be more interested in the arnica bottle than in mountain climbing.

What he should have done was to have fitted himself for his ambitious attempt by a few days of light, preliminary walking. Then he would have escaped lameness and exhaustion.

Physical overdoing is the bane of thousands of vacationists. They have left home to play, and sometimes they play harder than trained athletes would think of doing. Necessarily their vacations do them more harm than good.

Other vacationists, while playing in moderation, make the mistake of letting their minds dwell, even while at play, on the business cares and worries they should have left behind them.

Mentally, that is to say, they still are at work. They too, are certain to get little good out of their vacations.

Again, other people fail to reckon sufficiently with their personal likes and dislikes when planning a vacation.

They may be so constituted that for example camp life would not suit them. Yet they allow friends to persuade them to go camping, and too late discover that camping is to them the reverse of enjoyable.

The rule regarding play is the same as the rule regarding work—find that which is congenial. This it is always well to remember.

REFRIGERATOR DAYS

THESE are refrigerator days. Summer is here, or ought to be, and despite its lateness, will be. An important problem in store management just now is the question of turning all perishable goods into money and into profit. How can the grocer reduce his losses on these? One very effectual method is the right use of a refrigerator, for upon the efficiency or otherwise of his refrigeration methods depends the grocer's reputation for sweet and fresh goods. A sanitary refrigerator, a refrigerator that refrigerates, will have insulating material which will insure a temperature sufficiently low that the most perishable foodstuff will remain in perfect condition, even in the hottest weather.

A second important reason why the grocer should use a refrigerator is that it is an excellent article of display itself, and is mighty useful in displaying different lines. Cheese, butter, cooked meats and so on may be displayed to the customer from behind the glass of a refrigerator and be appealing in their freshness and tidiness of surroundings.

On another page in this issue is to be found an article dealing with the advance in materials which go to make up the refrigerator. Notwithstanding these advances, the finished article has not increased a great deal in price. Grocers who do not possess adequate facilities for coping with the problem of losses on perishable goods should provide themselves with a refrigerator. They will find it a paying resource, as materials for refrigerators and other equipment are advancing and now would appear to be an opportune time to look into present prices.

EDITORIAL NOTES

SPEED is not always action either in speech or service. Carefulness counts more.

* * *

LAUGH AND the world laughs with you. It also boosts and thinks and does as you indicate you want it to do by your actions.

* * *

NOW is the time to lay plans for the summer preserving trade. Watch the fruit crops in your vicinity and base your appeal on local needs.

Reforms Being Effected by the R.M.A. of Canada

E. M. Trowern, Dominion Secretary, Addresses Delegates to the Manitoba Convention—Cites Cases Where Problems Have Been Met and Solved—The Case of the 33c Paint.

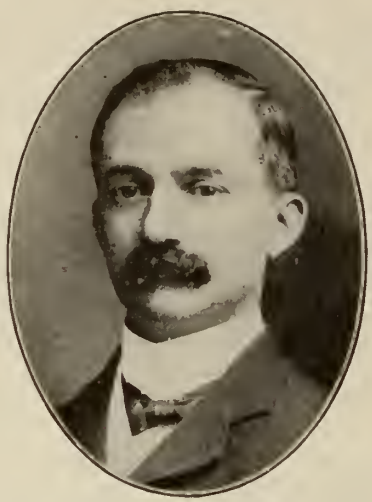
ON the first afternoon of the convention, after the reports of the provincial officers had been delivered, E. M. Trowern, Dominion secretary, was called upon to address the gathering. The Manitoba Retail Merchants' Association being a comparatively new organization, the members were not acquainted with this gentleman; but he soon convinced them that upon his work much of their future success rested.

He had no doubt, he said, they had come there to find out, "How can I improve my particular business"? Their business in this association was to deal with the problems which confronted dealers in every day life. The Dominion Board, which would meet in Winnipeg during the latter part of July, would deal with the wider effect of these problems, both in the cities and in the little towns.

Mr. Trowern spent considerable time tracing the history of the Retail Merchants' Association from its inception as the Retail Jewellers' Association of Canada to its present state. In the early days, he said, they went to Ottawa to get the duty taken off diamonds. They were troubled with unscrupulous men in the business, who thought nothing of going to New York and putting three or four thousand dollars worth of diamonds in their socks and letting the decent fellow pay the duty. They told the government they had to make the other man pay the duty as well, or take it off.

It so happend that an election was imminent, and the government refused to consider their wants, asking: "What would the public say"? Unsuccessful, they returned to Toronto, and the speaker came to this conclusion—that they went to Ottawa with a shot gun, when they should have taken a cannon. Thereupon they struck out the word "jewellers" from their name, and made it Retail Merchants' Association of Canada.

Later on they were troubled with wholesalers selling to the consumer. That was an old gray-headed subject. They took the matter up with the wholesalers, who replied, "Oh yes, we are all going to help you, and will stop it as soon as everybody else does." They put an end to it in Toronto with the exception of one house. There was always one, said Mr. Trowern, and that was the fellow who gave more trouble than all the others put together. It was to get that one man that he was willing to sit up at nights and set a trap for. This man replied that he was running his own business, and wanted no interference.



E. M. TROWERN,
Secretary Dominion Board, R.M.A., who was present at the convention, and who addressed the delegates.

The only thing they could do then, was to talk about him among the retailers, and circulate his doings among the decent men of the business community. This reached the wholesaler's ears, and he replied that if they said that about him, or put anything in a letter that was detrimental to his business, he would institute proceedings at once. Then they began to ask themselves what rights they had. Labor men could talk in the public squares and discuss questions of wages, and nobody could touch them. It was discovered that these men had secured special legislation from Ottawa to do this, so the Retail Merchants' Association went to Ottawa, and after years of hard work, secured a special charter which enabled them to say what they pleased about wholesalers or manufacturers, and send it throughout the length and breadth of the land. Since it had been recognized that they had some power, the merchants were beginning to get some of their rights. Mr. Trowern took care to point out that these rights were not secured from Provincial Parliament, but by special acts of parliament at Ottawa.

False Advertising Problem

Another problem they ran up against, was that of false advertising, a question that was close to every man's heart. The association found a large mail order concern publishing all sorts of things in their advertisements. They decided that such procedure should be made a crime, and that such a law should be brought into operation immediately. The speaker produced a bag of mustard which had been offered in Toronto at 23c per lb. He passed it around the room for his hearers to taste, telling them that they could safely eat a spoonful of it. He said that on a previous occasion when he had done this, the nearest guess he could get as to what it was, was cornmeal.

He asked his hearers what would happen if a woman rang up for a pound of mustard, was charged 45c, and then she turned up a daily newspaper and found that she could buy pure mustard at 23c. What would she say? She would say that the grocer cheated her, that he was a robber. What other conclusion could she come to? Mr. Trowern drew a pathetic picture of a sick girl who required mustard plasters, and the effect of supplying her with such as was being shown around the room.

The next case he dealt with was that of silverware, which he found false, advertised in a daily paper. He got the inspector, and said he would like him to go into that store and buy that silverware. It was marked Sheffield, and was manufactured in the United States. His hearers were well aware that Sheffield was not in the United States. The association entered suit on March 10. The case was adjourned. It came up again on the 17th, and was adjourned again. It came up on the 24th, and was adjourned. It came up on the 31st, and the government announced that they had been considering the case, and had decided to let the defendants off, who had already pleaded guilty, but did not want exposure. The speaker demanded that there should not be separate laws in Canada for rich and poor. Mr. Trowern then went on to refer to the case of the 33c paint, the facts of which have already been dealt with fully by Hardware and Metal, and Canadian Grocer. The speaker told how a dealer in Toronto came into his office and complained that a large department store was advertising paint as containing pure white lead at 33c, which was not as advertised, and was thereby hurting his business.

The matter had been looked into, and the case was in the police court, and he hoped to be present at the trial when he returned to Toronto.

C. F. Rannard, President, Calls on Manitoba Merchants to Co-operate

IN his address on the opening day of the Convention, C. F. Rannard, president of the Manitoba Association, sounded a clear call to the merchants of the province to stand together, to co-operate, to seek a higher level of business efficiency, and to render true service.

He said: "Mr. Chairman and members of the Retail Merchants' Association of Manitoba.—In presenting the annual address as president of this association, I find myself moved by conflicting emotions. I appreciate more than you can know the honor which you have shown me in electing me as the president of this association and organization, which, I believe, is calculated and planned to bring to the retail trade not only a higher standard of efficiency, but a stimulus and pride in our opportunity of community building.

"At the outset of my address I desire to express my appreciation, also to the other members of the executive committee who have been associated with me in the year's work; they have all proven themselves broad-minded, broad-hearted, unselfish men, willing to leave their own personal business at any time to attend to the various matters that come before us, and this association will be fortunate, if, in future years, as efficient and unselfish a group of men can always be found to carry on its important affairs.

"This annual convention still finds our country in the throes of the cruelest and most exacting war that the world has ever known, a war that is not only taking a tribute of our noblest sons from our best homes, but has left its paralyzing hand on business and commercial development and is contributing to the already acute burdens of our business men. Our hearts have been filled with pride at the glorious valor, and splendid chivalry, with which the country has responded to the great call of service overseas, and we pay our highest tributes to those who have made, and are making, their great sacrifice for King and country.

"Manitoba has much to be thankful for in conditions as we find them in spite of a world at war. The crop of 1915 was a providential uplift and blessing to our people, and times today, in spite of the depressing conditions of war, are wonderfully improved to what they were a year ago.

Tribute to Government.

"We owe much to our present government for the high ideals of public life and the efficient administration of public affairs which their first year has demonstrated to the public. Much important legislation has been enacted, which ought to be reflected in a better and more prosperous community, the most important of which was, no doubt, the passing of the Macdonald Act, which will be of great commercial benefit to every retail merchant in the Province of Manitoba, diverting the money, amounting to nearly ten million dollars a year, from that which was worse than human wastage, into the channels of legitimate trade and helping to raise a higher standard of sobriety, frugality and efficiency among the purchasing classes.

"The Retail Merchants' Association of Manitoba operates, as you know, under a Dominion charter, each province being empowered to nominate five delegates who form a Dominion board. There is a feeling in some of the Western provinces that we ought to have a distinctively Western branch of this Dominion board, inasmuch as the interests of the East and West are so dissimilar, and also because distances are so great that frequent meetings of the board are a physical and geographical impossibility.

"You may be asked during this convention to decide on your attitude regarding this matter, and if it is decided that a Western organization be formed, let us remember and emphasize the duty as well as the purpose of the largest and highest measure of co-operation with the organization of the East, inasmuch as questions of paramount interest, before the federal government, will require the united effort of all the Retail Merchants Associations of Canada, and can never be successfully presented by any small sectional groups. The annual meeting of the Dominion board is to be held in Winnipeg in the month of July, when Manitoba must be represented by five of its best members, who will look after our interests as well as aid in bringing about better federal laws in the interests of retail trade throughout the Dominion.

Association's Policy.

"The policy of our Association is to secure the co-operation of every retail merchant in Manitoba of high standards of shop-keeping, that commercial exchange may be developed that wastage and loss by overlapping, price-cutting and suicidal competition may be reduced to a minimum, and that many abuses under which the individual merchant suffers to-day may be remedied, and larger opportunities for his service to his community created.

No Protection Before.

"Before this Association was organized there was little protection for the retail merchant. He was the taget for fakir and thimble-rigger, who exploited the community and generally left between two streaks of light. The trading stamp and phoney premiums were debauching his business, his credits were uncertain and unscientific, and he was driven from pillar to post by exactions that were often unreasonable and unfair; but by working together many of these old abuses have been eliminated, wise and remedial legislation has been secured, scientific credits are coming more and more to the front, and a healtny and hearty spirit of fraternal co-operation is being evidenced more and more every day so that it seems no idle boast to say that here in the West we are on the eve of a new era in merchandising, so that if this spirit grows as it should the retail merchant will find many of his excess burdens taken from his shoulders, and he will oe able to distribute his goods to the utlimate consumer at the least possible cost and the highest standard of salesmanship.

Clean Advertising.

"The success of business enterprises is linked with judicious advertising. No commercial activity is more closely connected with every other commercial or industrial enterprise the world over, nor is any single line of business so interwoven in these modern times as advertising retail business. To a greater extent than is generally realized, a business is built and successfully carried on by advertising. If it is true and correct it has a big influence in swaying your business in a right direction, but if it is false and dishonest it will act as a loadstone to your business.

"Why is it that advertising stands on a much higher plane than it did a few years ago? Because, in early days advertising was used in the promotion of almost every act of fraud, and people looked askance upon everything that was advertised, but nowadays it has acquired a new dignity and new strength. Business in Canada is facing better days. The national confidence has been quickened with the result that sincerity and honesty play bigger dividends than ever before.

"Let our motto be 'Truth in Advertising.' The greatest enemy to successful advertising and to successful business is the quack and the faker, and the more money they contribute the greater the loss. Every time a man or woman is cheated by a bogus advertisement the pulliug power of all advertising is so much weakened, because the faker and the publisher accepting the advertisement have taught just so many more people to distrust all advertising. There will he more advertisers and they will get more and quicker results when the quacks and the fakers are driven out of business, and during this last few months this association has been driving them out of business every day, and I am sure all advertisers will agree that they ought to he driven out, as they are a detriment to all channels of better business, as well as defrauding the public out of their money.

Our legislative committee has been able to assist, by counsel and co-operation, in securing several pieces of important legislation. We have a 'Bulk Sales Act' so framed that no man can sell his business, put the money in his pocket, and depart for fields new and pastures green, without his paying his just debts. There may be objectionable points in the legislation at present framed; if so this organization ought to be big enough and wise enough to so amend them as to meet the changing or enlarging demands of the times. It is not the intention of this kind of laws to harass honest men, but rather to prevent the crooks getting away with the spoils. Legislation bearing on the creation of a small debt court was also secured, and while the present status may not be all that we desire, yet it will facilitate collections of petty debts by the retail dealer at a minimum cost, and I am sure will repay you far more than your membership fee you have paid to this association.

Acts Need Amending.

"The attention of the legislative committee is respectfully directed to some of our present needs.

"(a) The Hawkers' and Pedlars' Act' requires amending, and while some slight changes have been made in it, it is still far from satisfactory, but this much has been gained: every municipality taxes the hawker and pedlar, and it is up to the individual retail merchant to see that his municipality enforces same.

"(b) We hope also that this Association will be able to secure an alphabetical arrangement of property owners in the registry office so that credits and collections might be facilitated and strengthened thereby, as it will be much easier and less expensive to trace up any property an owner holds in his own name.

"(c) We also recommend legislation known as the 'Not Sufficient Fund law,' which will make the kiteing of cheques, or their utterance by irresponsible people, a penal offence punishable by fine and imprisoument.

"(d) The enforcement also of absconding or defaulting debtors to returu to their community and pay their accounts is legislation which would be of great service to our members.

"(e) Your attention is also cited to the fact that the Province of Saskatchewan has adopted the 'Food aud Supply Bill," by which the merchant who supplies a farmer with food and clothing, or any other material incident to the production or harvesting of his crop, can be given a first lien on that crop after the government seed grain lien has been satisfied, so that, next to the government itself, the retail merchant's claim would have precedence.

"(f) We should aso give strong support to the Manitoba government in its present interest and purpose of improving land providing for rural credits. Nothing will do more for the retail merchants in the country town than the freeing of the farmers from the present cumbersome and expensive system of financing farm loans; if some of these excess burdens could be taken from the farmer's pocket book the liquidation of the merchant's long-standing accounts will be made that much easier, and it would do a great deal to place our business more and more on a cash basis and enable us to successfully compete with mail order business. As we all know, the long standing credits, with the average losses, have imposed a hardship on the retail merchant.

"(g) The co-operation of our Association is also earnestly requested with the work of the railway commission which has been accomplished by conference and co-operation in the handling of perishable goods, especially in winter, and on the question of demurrage, as well as some small relief in matter of rate. There is some concern being manifested just now in the likelihood of the railroads being allowed to raise their rates and if this is permitted no class will be more vitally concerned than the retail merchants of Manitoba, who will be caught by it, both going and coming.

Vital Questions.

"In the course of the programme to be presented at this convention questions of vital interest will be introduced by experts in their particular lines and your earnest and attentive hearing to these papers and discussions is respectfully invited. We have represented on this programme speakers from the Dominion and provincial governments, technical men from our departments of agriculture, and representatives from the various mercantile organizations, both wholesalers and manufacturers, so that in presenting this pogramme the executive committee feel that they have opened up large fields of profitable discussion.

"The Retail Merchants' Association of Manitoba offers its members the advantages of its credit reporting bureau with its exchange and compilation or ratings (all of which are kept confidential), and if every retail merchant would send in his own records and use this department, I am sure that this Association could save their members hundreds of thousands of dollars, besides bringing about a better and sounder condition of affairs.

"I would also recommend to your thoughtful consideration the advisability of organizing an insurance company for our own protection on the basis of "mutual co-operation," found today in many of the more progressive organizations of our kind, as I am satisfied that such a department for insurance purposes would not only be a great money saver, but would be an added attraction in the securing of new memberships and larger interests.

Need Publicity Department.

"I would also recommend for your serious consideration the advisability of organizing a 'publicity department' whose bulletins, or better still, a monthly journal, would keep the members in touch with the Association, outline needed and pending legislation, conduct efficiency studies in modern merchandising, publish reports on matters of interest and in general, to serve as a medium of information and education among the retail merchants of the province. Such a publication would be a small financial investment compared with the fine results that I believe wou'd follow a more inti-

mate understanding of our problems and a closer touch with each other during the year.

"And now just let me urge upon you in closing a larger measure of interest and co-operation in the work of our Association. I am satisfied that the small fees at present collected might well be increased to say $12 or $15 a year in order that greater service could be rendered you and a more complete organization of retail trade of Manitoba be effected.

For 1,000 Members.

"At the present time we have a membership of about 800, 350 of them in the city, and 450 out in the province. This number should be increased to 1,000 in Winnipeg, and 1,500 in the province, and this, with a slight advance in dues, would provide sufficient funds to thoroughly modernize our organization and bring its best influences and service to the door of every retail merchant. At the present time we enjoy most harmonious relationship with the Manitoba government, Winnipeg executive officers, Grain Growers' Association, the wholesalers and manufacturers, and we unhesitatingly declare our policy between them all to be one of the most friendly co-operation with 'equal rights for all and special privileges to none.'

"Business men are realizing as never before that trade turns more and more on the spirit and personality of the man behind the counter, and that the man who denies himself the fellowship and confidence, and co-operation of other men engaged in his own line of business sooner or later suffers in his own character and efficiency, and in the rapidly moving procession of business progress will soon be trailing far in the rear. The Retail Merchants' Association is calculated to develop the best and broadest elements of the business man's character, which increases his confidence and regard for the other business man across the street, sharpens his intellect by presenting new methods and new ideas, increases faith and confidence in himself, and all the latent good that is in human nature; and the retail merchant who holds himself aloof from his fellows and eats his heart out in envy and suspicion, whining and complaining against his task and his day, will, in the very near future, be absolutely eliminated from the twentieth century business success.

"If business is slow go out and visit your customers, drop across the street and chat with your competitors, get in closer touch with your community, and see if you have not over-looked some of the possibilities that have lain dormant about your door, and if this convention does nothing more than to revive your faith in yourself, your neighbor, and your country, your visit here will have been well worth while."

Report of the Provincial Secretary J. H. Curle

J. H. CURLE, who has been secretary of the Association for the past eight months, submitted the following comprehensive report:

"During the year there have been 16 meetings of the board. One of these was the advising committee appointed at the last convention, and five joint meetings with the Winnipeg branch executive.

"On December 1, 1915, your officers attended the meeting of the railway commissioners for the purpose of securing satisfactory arrangements for the shipment of perishable fruit.

"They have had five meetings with Cabinet Ministers dealing with legislation. During the last session of the legislature, an Act for the recovery of small debts was secured. Representations were made to the government that there should be uniformity in taxation as applied to retail merchants in this province regardless of whether the business was done direct with the consumer or through the mails.

"In respect to the Workmen's Compensation Act, it was shown that retail merchants should not come under the provisions of this Act as practically no accidents had happened in connection with retail business, and that it was a gross injustice to require merchants to be liable for insurance premiums which carried no benefit with them.

Co-operating With Wholesalers.

"We have received many complaints against jobbers who sell direct to consumers and who at the same time profess to recognize the rights of the retailer. For the purpose of removing many of these grievances, a joint committee of wholesalers and retailers was formed and a start has been made. This committee can now deal with such questions more effectively than could be done formerly. To prevent or lessen the evil of having bankrupt stocks slaughtered to the disadvantage of other dealers, a suggestion was made to the wholesalers at one of their meetings by Horace Chevrier, that they establish trade sales in Winnipeg and other suitable places for the disposal of these stocks. Already this idea is being tried out in a small way, and it is hoped that it will grow and prove successful.

"The office is continually invited to give opinions on many legal points. These are now taken care of by our solicitor, R. B. Kilbourne, who is willing at all times to give our members preliminary information.

"Many retailers are taking advantage of the insurance department in having their fire and other insurance policies examined. The changes and suggestions made by the manager, W. E. Hawkins, has not only safeguarded merchants in case of fire, but he has assisted merchants in getting their fire losses adjusted. This service is being used quite freely by retailers in the city and should be taken advantage of by a greater number throughout the province.

Credit Reports.

"One of the most important features of the work of our Association consists in compiling credit reports or ratings. These can only become entirely satisfactory as the office receives promptly the rating forms filled out by our members. The elimination of the 'deabeat' can only be brought about through the co-operation of our merchants. We might well follow the example of the wholesalers all over America, who through the exchange of ledger information can easily determine whether a customer desiring credit is worthy of it or not. No better form of protection can be established than that provided in a credit bureau for merchants. The best authorities place great emphasis upon this department of our work. As soon as each and every merchant is ready to let loose the information, credit reporting can be made a real protection to every merchant who desires to use it.

"For some time, your officers have tried to complete arrangements for the auditing of freight bills. We have had men in view, but the offers for experts made by the railroads has caused some delay in getting this work under way. We expect to be able to handle this work satisfactorily very soon, as we are now in touch with the best freight bureau in the West.

"I am pleased to report that our members are using the office to a greater extent than ever before. We are called upon for information, advice and assistance in connection with all departments of the retail business, and I can assure you that the office staff has tried faithfully to give you good service and carry out your wishes as far as possible. I hope that you will make the greatest use of your association even to refusing to have anything to do with any proposition submitted to you about which you are in doubt before it has been reported upon by your association office.



J. H. CURLE,

Re-elected Secretary Manitoba Branch Retail Merchants' Association.

Joint Committee Formed.

"Within the last year a joint committee of commerce and agriculture has been formed in the West. This committee consists of 20 farmers and 20 business men. It was felt that such an organization could do much to help solve the problems of the West. As you will be advised of the work of this body at the banquet on Wednesday evening, I will not go into details. At a recent meeting, a sub-committee consisting of the president and the secretary of the Grain Growers' Association and the secretary of the Retail Merchants' Association was appointed to enquire into and report upon the market for produce in Manitoba. The desire of this committee is to provide information which will improve the price for farm produce and remove from the market disreputable dealers who have been charged with fleecing the public. Your board has adopted the policy that more can be accomplished by taking a hand in improving conditions than could ever come by merely looking on. There is a great opportunity for retail merchants in Manitoba to become leaders in their own towns by studying local conditions and working with the farmers for anything and everything that will bring about greater prosperity.

"The Association has demands made upon it in the city that are not so common in the smaller towns or cities. The present system of taxing business as provided for by the Winnipeg charter is a discrimination against retail merchants, and was brought about largely through the indifference and lack of organization in Winnipeg at the time the commission was appointed to receive suggestions from the various organizations affected by the business tax. At present there is an investigation under way which is likely to result in a more equitable assessment.

"Through the efforts of this Association, assisted by members of the Winnipeg Advertising Club and the newspapers, many questionable and misleading advertisements are being refused and others removed from their pages. The exaggerated statements made by dealers in jewelry have been checked up and prosecutions have followd where there were violations of the Gold and Silver Marking Act.

"It would be quite impossible for me in a report of this kind to go into all the details of the work which has been undertaken, but I would just remind you that there is much that will only come to the notice of the individual who receives the service rendered. The success of our organization can be measured largely by the service it renders, and that service is largely dependent upon the co-operation, support and goodwill of the individual merchants all over the province."

Treasurer's Report.

The treasurer's report was read by T. A. Connell and showed the growth of the Asociation during the past year. The cash in the bank on March 31, 1915, had amounted to $647.07, while the cash receipts for 1915-16 totaled $4,504.21. The disbursements for 1915-16 amounted to $6,420.90, leaving the Association $730.32 to their credit in the bank. The report was adopted and the suggestions therein referred to the resolution committee.

WON $25 WINDOW DISPLAY PRIZE

A. Crone, a salesman with Kent & Brown, Moose Jaw, Sask., won first prize in the Riley Toffee Window Dressing Contest put on in Moose Jaw by Hamblin, Brereton Co., of Winnipeg. The first prize carried with it $25 in cash. The principal feature was a large Ferris wheel in the centre of the display with mechanical construction and toffee tins used to represent the boats. Kent & Brown state that the display resulted in considerable sales of toffee.

The business of Clough & Co., Lennoxville, Que., is now being conducted under the name of A. L. Parker & Co.

Resolutions Adopted by Convention

The report of the resolution committee was brought in by the convener, Horace Chevrier, and the following resolutions were passed:

Want Mercantile Course

"Moved by W. T. Devlin, seconded by Horace Chevrier, that some form of mercantile training be instituted in Manitoba, and that the movement be encouraged by the retail merchants with a view to obtaining a special training equipment and course, to be offered by the University of Manitoba at some future date."

Meetings of Branches

"That the executive encourage the sectional meetings of the various lines of retail trade.—J. Box, of Souris; W. T. Devlin."

Handling Produce

"That the executive appoint a committee at an early moment to go into the matter regarding the handling of produce.—A. S. Higgins, J. Box, of Souris."

Complaint re "Branded Goods"

"That the local boards make specific reports on the complaints regarding losses in the handling of so-called 'branded goods' to the provincial board with a view to having such complaints remedied.—D. D. Macdonald, H. Chevrier."

Workmen's Compensation

"That the convention go on record as favoring the same exemptions to certain classes of retail merchants under the Workmen's Compensation act as was extended by the Ontario Government to the retail merchants of Ontario.—A. J. Banfield, W. T. Devlin."

Thanked the Officers

"That officers and executives of the association be thanked for their services during the last year.—H. King, J. Box."

"That the Industrial Bureau Board be thanked for the reception and use of the building.—H. S. Montgomery, Wm. Chambers."

Next Year's Meeting

"That the date and duration of the next convention be left in the hands of the executive.—J. Box, B. Beaudry."

Thanks to Press

"That the press be thanked for the support given during the convention and its assistance in making it a success.—H. Chevrier, H. L. Montgomery."

Community Engineer

That the incoming executive be empowered to secure the services of a community engineer, and that a community campaign be carried on during the present time of slackness in business, with a view of "commercial preparedness" at the close of the war.

Question of Trade Paper

That the question of providing a trade journal for the Manitoba association be referred to the delegates to the Dominion convention, which will be held during next month.

Rural Credits

That the policy of state loans on long terms and at reasonable rate would greatly help the placing of rural credit on a sound basis.

Insurance Dept.

That the incoming executive be instructed to study the question of an insurance company within the association, to take care of its members, and to report on it at a later date.

CONVENTION NOTES

On Tuesday morning, the morning on which the convention began its sessions, the Winnipeg Free Press contained half page ad., headed: "Books of Missionary and Theological Interest, which we commend to the attention of the Convention visitors in our midst." It was the ad. of a well-known department store and mail order house, and it really seemed as though the proprietors were concerned about the spiritual welfare of the visiting retailers. The ad. contained long lists of books for sale, the headings on which ran as follows: "Inspirational Books," "Quiet Talks," "Books for Sunday School Workers." It transpired later that a Presbyterian convention was being held in Winnipeg the same week.

Every now and then, J. W. Kelly, president of the Winnipeg branch would pop up to make an announcement. He was never out of order, for after looking at his smiling face once, it was impossible not to listen to what he had to say.

C. F. Rannard was re-elected president of the Manitoba Board, and there was no doubt about the Convention wanting him again, for they rose en masse and cheered him when his election was announced. Mr. Rannard asked to be excused, but when the meeting insisted on him accepting the office, he did so, and promised another year of effort if the members in the country would support him. He wanted each man to bring five members to the next Convention.

Basswood, with a population of about a hundred, sent three delegates, and won the banner presented by the Russell-Lang Co., Winnipeg, for the country town sending most members. Each of the delegates was presented by Mr. Lang with a copy of "Retail Selling."

(Balance of report of convention will appear in next week's issue.)

LATE A. DRUMMOND'S WILL

The will of Arthur Drummond, late general manager of the Canada Sugar Refining Company, who died on May 29, was filed for probate in the Superior Court, Montreal, bearing date March 31, 1916. Deceased bequeaths one-half the income from his estate to his widow for life; to his daughters he leaves each one-tenth of the income, and the remaining tenths, to his son George. On the death of Mrs. Drummond, her share of the estate is to be divided between the children in the above proportions. To his brother Huntly, deceased leaves his Mignon River rights; a bequest of $10,000 is made to Agnes Drummond, and one of $5,000 to G. A. Bower, manager of the Canadian Sugar Refinery. The estate is to be administered by the Royal Trust Company.

NEW CONFECTIONERY PLANT

William Metcalfe & Co., of Berlin, Ont,. have just completed a large three-storey brick factory building for the manufacture of candies. The cost of the building and machinery has been in the neighborhood of $25,000. The capacity of the plant is fifteen tons daily. The company is placing their goods on the market under their trade mark design, known as "Metcalfe's—Canada's Best Sweets." This factory is the outgrowth of candy manufacturing undertaken in a small way by G. R. Metcalfe and W. F. Metcalfe in connection with their grocery store in that city. In the neighborhood of twenty workers will be employed in the new factory. The firm is also contemplating erecting a butter factory adjacent to the candy factory in the near future.

Writing Ads for July I

Standardize Size and Type in Your Advertising—Merits of Playing Up the Weather on the Holiday—Some Suggestions and Illustrations—Dominion Day is Always Splendid Time for Special Ads.—Hints From Twenty-Fourth of May.

THE average grocer believes in advertising. Advertising has become so much a part of the present day business man's career that we are tempted to put down the man who does not advertise in some way as a man who is behind the times—providing he has an opportunity.

Undoubtedly, advertising is very worth while these days. Summer is now upon us and people are talking amongst themselves with a view to finding out how to spend their holidays and leisure time in the summer, when they have only a day at a time to spend, and are not able to get out of town or away to any resort. The grocer has here a great opportunity for cashing in on the picnickers. He can make money out of the desire of people to get out in the open air during the hot summer days. One way to cash in on picnic business is by display; another is by advertising.

The grocer should make his plans well ahead of statutory and public holidays. We are approaching another public holiday, that of July 1, and probably some suggestions as to advertising so as to make the holiday a good day from the grocer's point of view will be welcomed. July 1 is Dominion Day. It will be upon us in two weeks or so. Grocers should decide to celebrate Dominion Day by having a larger turnover than for any single holiday before.

Choice of Ideas

On this page are given three ads., two of which were used in the daily papers preparatory to the last holiday, that of May 24th. The first one brings out the choice between either the playing up of the fact that summer means attendant hot weather. A good way is to point out that the hot weather demands a good choice of food. In this ad. is an illustration, and it will be seen that the word "Summer" is printed in big type and placed at the head. Underneath in smaller type is given, under the caption "A few of our hot weather specials," a long list of things which are peculiarly applicable for eating in hot weather. In fact, that phrase might have been featured in the original heading to advantage. The summer idea and the name of the proprietor are both in large type, which throws into good relief the important lines displayed in smaller type.

The Holiday Idea

Another of the ads. used by way of illustration on this page shows the adoption of the idea of the holiday as a day rather than as an item of summer weather. In the ad. of Black's grocery the point of the holiday is made up at the top by the phrase: "We are well supplied with fresh fruit and dainties of all kinds for the great holiday." Then follows a list of fresh fruits and dainties, well arranged in two columns, and printed in small type. Here again it is important to notice that two big items stand out from the ad. One is the holiday idea at the top, and the other is the grocer's name at the bottom.
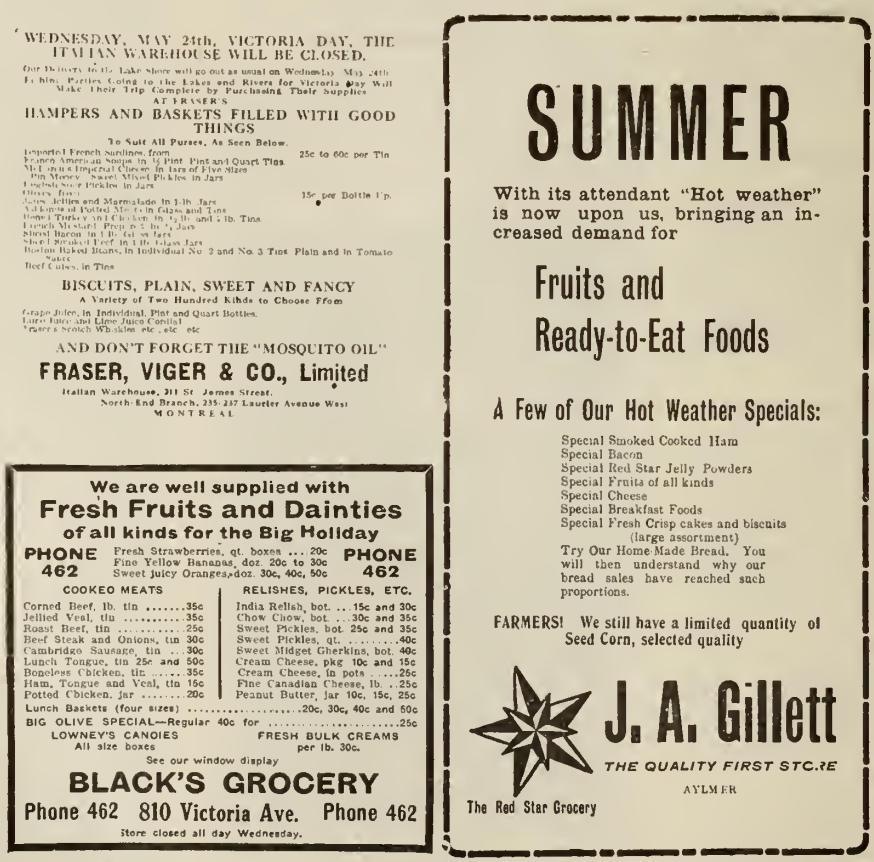
The other advertisement is one of Fraser Vigers, of Montreal. This firm is a consistent advertiser, and always goes strongly after summer business.

Feature Cooked Meats

Grocers should be careful to include in their ads. for picnic and holidays lines of cooked meats for sandwiches. Cooked meats have always been a favorite with picnickers, and grocers who have featured them in their advertising have proven the wisdom of so doing again and again.

Grocers who are doing advertising more or less all the time try to get into a uniform style. They settle in their minds the question of what kind of ads. they will have, and having so settled it, they keep to that kind, and do not vary it. The reason for this is that a customer is then impressed with the idea that the grocer will have a standard type and size and shape of ad. The customer will look for that type and size and shape just as much as she will for the matter which is in the ad. itself.

Ads. for Dominion Day should be written right away and used in ample time for July 1. It is not enough to advertise the very last day before the holiday. Three or four days previously, or even more than that, is better. Advertise every day prior to the holiday, so that the accumulated effect may bring in the results deserved.



Three summer ads. used in daily papers, two of which are preparatory to the last holiday. There are some good suggestions in them.

Alfred Sharp, Cabri, Sask., has disposed of his general store to J. Herb. White, of Regina.

Rising Costs of Store Equipment

The Why and Wherefore—Glass Up 50 to 75%—Galvanized Iron and Enamel Nearly Doubled Since War Began—Scarcity of Labor An Added Reason—Prospects Are For Advances in Finished Fixtures and Equipment.

IN figuring the effect of the war upon the grocery business, many grocers are apt only to consider that war has affected them by advancing prices of foodstuffs, making it inevitable that they should advance the prices to the public. But it is not alone in food stuffs that war has resulted in higher levels. It applies too to such things as store furnishings and fixture items, amongst which are refrigerators, counters, scales, coffee mills and the like.

The fact of the matter is that almost all materials which go to make up various and practically every article of store furnishings, have been advanced in the primary market very materially since the war.

This is due to several causes. The first cause of all is the demand for war's immediate purposes upon materials which go to the makeup of store furnishings; the second is the ever-increasing scarcity of labor.

Glass Up From 50 to 75 Per Cent.

Take for instance a refrigerator. The glass necessary to the making of the refrigerator has advanced since the beginning of the war, anything from 50 per cent. to 75 per cent. This is a very conservative estimate and probably does not, in some cases, meet the circumstances. Glass at present is sold at exactly whatever the man who has it thinks he can get for it. The facts of the case are simply that Belgium was a great glass-making and exporting country and now of course no glass whatever comes from Belgium—not a yard. The United States has jumped in, in this as in other cases where Belgium has, by the ravages of war, had to default in export, and is manufacturing glass.

There is one factory at Welland, Ont., working along the same lines, but for the most part we get our glass from over the border. There would have been an advance in glass prices if business had remained as it was 18 months or two years ago.

There would have been an advance anyway if business had not increased at all or gone ahead so monumentally as has happened. The very fact of Belgium's non-export of glass was enough to send the market away up, three months after the beginning of war, and it has been going up ever since. Another crucial fact, however, has been the much increased business in the States due to munitions which has meant more and more demand for glass. There is no question that the American continent itself internally is using considerably more glass to-day than ever it did. So far as we in Canada are concerned the same state of affairs exists. Business has increased by leaps and bounds, due largely to the impetus of munitions, and this has meant that hardware manufacturers and stores have all been in the market for glass. Glass plays a large part in refrigerators as it does also in scales, display bins, silent salesmen and other store fixtures. It is easy to see why manufacturers of equipment containing glass cannot continue to sell their equipment to-day at the price of two years ago.

INCREASE IN REFRIGERATOR MATERIALS

In connection with the subject discussed herewith, a manufacturer of refrigerators points out that since the outbreak of war, and largely because of it there have been the following advances:—

Nails	70-80%
Insulating Paper	20-25%
Brass Hardware	80%
Iron Screws, etc.	25%
Wide Hardwood Lumber	7-10%

Galvanized Sheets Higher

This is only one trouble. Galvanized iron sheets are 50 per cent. higher in price since the beginning of war. One has only to take a glance at the iron and steel markets of the world to learn that almost from day to day prices advance and since the beginning of the war the aggregate advance is very considerable. Galvanized iron sheets are used in refrigerators and in scales, frequently to line these and other articles of store equipment. For instance, they go in the panels of refrigerators, and indeed sometimes refrigerators are lined throughout with galvanized iron sheets. To take one price alone, galvanized iron sheets formerly costing $4, now cost $6.50. The increase on this is therefore well over 50 per cent. This is reason number two why store equipment prices are higher.

Brass Hardware Too

The third one is the increase in price of all brass hardware since the war began. Taking it generally this advance has amounted to between 70 and 80 per cent. Brass hardware is used for handles, screws, hinges and general fittings of refrigerators, counters and so forth and considerable is employed in the make-up of store equipment. The brass market has been in the same state as the iron and steel market—that is perennially advancing since the outbreak of war.

The screws for iron catches are up about 25 per cent. This is another result of the advancing iron and steel market. One comes next to paint and oils, enamels, etc. White enamel is around $3 per gallon more than at the outbreak of the war. White lead used in paints, enamels, shellacs and so on instead of being $7 a cwt. is now about $14 a cwt. This increase is simply 100 per cent. Zinc is almost as bad.

The increase in white enamel is about 75 per cent. Taking it broadly and approximately it may be stated that the increase in paints, enamels and the like since the beginning of war has amounted to something like 85 per cent. Probably the amount of enamel, paints and varnishes and so on used in store equipment is greater than any other class of material and it is easily seen that such increases would have to be looked at very seriously by the manufacturers of equipment.

We come to the insulation of cold storage doors made of what is known as heavy insulating paper, or else cork. There have been advances in these of anything from 15 per cent. to 25 per cent. The paper situation at present is international in its effect, and a scarcity in paper is apparent not only in Britain but in the United States and Canada too.

There has been a heavy advance in wire nails and screws. This increase in nails is something like 70 per cent., if not more since the beginning of war and is directly traceable to the state of the iron and steel market.

Spruce and other lumber is also up 7 to 10 per cent. during the last two years, though this may not be directly traceable to war's influence.

Acute Scarcity of Labor

There is also an acute shortage of labor. This is a matter which has been growing steadily worse for the last 18 months. Not only is it apparent in Canada, a warring country, where men are enlisting every day, but it is also appar-

(Continued on page 36.)



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec and Maritime Provinces

A. P. Tippet, A. P. Tippet & Co., Montreal, was in Quebec City for a few days this week.

The Crest Chemical Co. have removed from St. Denis Street to 265 Lagauchetiere W., Montreal.

C. Ritz, manager of Robin Hood Mills, Montreal, left last week on a ten-day trip to the Maritime Provinces.

Chas. Cole, manufacturers' agent, has just returned to Toronto after spending three weeks in Montreal calling on the trade there.

Mr. Boutiler, representing Laporte Martin Co. in the Maritime Provinces, is spending a few days in Montreal at the head office.

Stewart Munn, of the oil and provision firm of Stewart Munn & Co., has returned to Montreal in connection with the Canadian and Newfoundland business of the company.

Armand Chaput, who is president of the Federated Boards of Trade of the Province of Quebec, was in Sorel this week attending the annual convention on Monday, Tuesday and Wednesday.

W. W. Hutchison, vice-president of the Lake of the Woods Milling Co., has returned to Montreal from a six weeks' trip through the Western division of the company, for the purpose of a survey of the various plants.

James C. Henderson, Liverpool, N.S., died recently. He was a son of the late Captain James Clifford and Isabella Henderson, and was born March 15th, 1877. He conducted a grocery business in that town for many years, until a return of ill health compelled him to abandon it.

A. W. Richardson, sales manager of Torbitt & Castleman, syrup and molasses packers, of Louisville, Ky., is on a trip to Canada. He is at present in Ontario, but will be in Montreal by June 20 for the purpose of calling on the wholesale trade, with J. R. Freeman, of the D. Marshall Co., with a view to introducing their goods here.

Ontario

Brockville, Ont., hotels have advanced their rates.

Kingston has decided after all that it will not have daylight saving, council so settling by a vote of 10 to 9.

Kingsville, Ont., has been selected as the site for the new Government white fish hatchery, and tenders are being called for.

Trefle Dextras, grocer, of Cornwall, Ont., died in Montreal last week. Mr. Dextras was 54 years of age, and is survived by his parents, his widow and nine children.

Steve Sawden, of Shelburne, Ont., has sold his grocery and provision store, known as "The Dufferin Produce," to T. A. Davidson, formerly of Inglewood, and has taken a position in the Western Business College.

J. McCorvie & Sons, grocers, have succeeded in securing the third prize in the window dressing competition held sometime ago by Lever Bros. The window was the third best exhibition of Sunlight products. Mr. McCorvie has divided the cash prize among his employees.—Chatham, Ont. News.

The Grocers' Section of the Retail Merchants' Association, Toronto Branch, held their regular meeting on Monday night. The chief business transaction was final arrangements for the picnic to Cobourg on Wednesday. Canadian Grocer's representative was present, and report will appear in next week's issue.

Mr. Boyle, who has been superintendent in the Bell Fruit Farm Canning factory, Grimsby, Ont., for several years, has gone to Essex county, to take a position as manager in one of the factories of the Dominion Canners. Mr. Boyle was manager in one of the Dominion Canners' factories before he came to Grimsby and has gone back to accept a position as manager again.



A. H. McINTOSH,
recently appointed traveler in Winnipeg by the Codville Co., Ltd.

Western Canada

Reston, Man., has decided to hold half-holiday on Thursdays during June and July.

C. Banford of Edmonton, Alta., will be connected with the Red Deer Grocery Company.

Lloyd Crowe and his brother Elliott, of Trail, B.C., are opening a grocery business in Trail.

W. H. Escott, of the W. H. Escott Co., Winnipeg, has returned from a trip to his branches in the West. Wholesale merchants, he says, are very optimistic, and the outlook for the crop is splenlid.

The Canadian Products Co., a company recently organized to take over the business of the Duchesnay Packing Co., at Ladner, is preparing to erect a $30,000 evaporating and packing plant in New Westminster, B.C.

Contracts for supplies for the Vernon, B.C. Training Camp, for which tenders had been called were let. F. C. Cooper has the contract for groceries; P. Burns & Co., for meat, butter and bacon; and W. H. Keary of Armstrong for hay, oats and vegetables.

About the middle of the month a meeting of the committee on rural credits will be held in Winnipeg, and it is expected at that time that important developments will take place in this line. The committee is said to have outlined a scheme and this will shortly be laid before the executive of the Union of Municipalities and the Grain Growers. Manitoba's progress in this work is being watched closely by Saskatchewan and Alberta, and the system introduced may be followed in those provinces or they may take up the example set by Manitoba.

The Retail Grocers' Association of British Columbia, has protested to Premier Bowser against fruit stands being allowed to remain open under the proposed weekly half day closing legislation which is now before the Provincial Legislature. Telegrams have been sent to the premier stating that five hundred retail stores in Vancouver and South Vancouver are opposed to exemption of fresh fruit stores from the bill. One telegram sent ran: "Grocers feel very strongly on exemption of Greek fruit stands from half-holiday bill. Almost every fruit stand is owned by Greeks, who constantly violate the law. Court records show all applications for naturalization papers refused for three years past."

Currants Advancing: Freight Situation Easier

No Signs of Sugar Easing Up as Yet—Canadian Refiners Selling to Britain—Beans Firmer—Freight Rates Likely to Ease Up Somewhat—Canned Goods Maintain Their Strength.

Quebec Markets

Montreal, June 15.—Business continues to be satisfactory, and although consuming demand is thought to be beginning to feel effects of increased prices, the general upward trend of market has had effect of stimulating interest on part of large buyers. So much so that some commodities are changing hands to-day at advances over prices at which they were refused by the same buyers a few weeks ago. Shortage of imported goods is becoming more pronounced, particularly in jams, mustard, pickles, etc, but an easier feeling is noted in this connection following recent pronouncement to effect that more tonnage is to be released for trade, together with the 25 per cent. drop in shipping rates. Unseasonable weather all over U. S. and Canada has been chief unfavorable factor of late, and has greatly interfered with normal trend of trade.

An indication of the improved ship situation is the announcement that a large shipment of cocoa butter is about to be made from Holland for this country for the first time since the embargo. Sugar continues to be the subject of considerable speculation as to future possibilities, with greater firmness noted in outside reports. Beans and currants have advanced ¼c and 1c per lb. respectively. Clarke's baked beans have advanced an average of 10 per cent., and shoe blacking has made a similar advance. All varieties of liquors continue to advance in common with chemical and other lines, particularly susceptible to inroads of munitions business. Further advances have occurred in walnuts and coarse salt is up 5c per bag. Flour is firmer and feeds are weaker and seeking an outlet on American market at reduced prices. Fruit and vegetable lines continue high, with only a few declines in case of lines coming forward freely. Hogs and lard are unchanged in price, with greater firmness noted in the latter, and cheese and eggs have advanced again.

SUGAR.—Prices remain unchanged on a quiet market, in which no developments of note have occurred since last week, although feeling of firmness continues to grow on basis of New York reports. Reports of another large army contract having been placed locally in addition to several of 5,000 tons each that have already been disposed of, tend to maintain feeling here that even in event of decline on New York market prices here might continue at present level in view of fact that they have not kept pace with New York during advances. Sale of Cubas continues to be made at from 5⅜c to 5½c, and number of centrals grinding is down to 25. Local buyers are said to have amply cared for their wants during advances, so that present purchases are on hand-to-mouth basis only until market takes a turn or surplus of stocks becomes exhausted. Unseasonable weather continues to restrict consumption, which is further curtailed by high price of fruit, although prospects for cheap berries are said to be favorable.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	8 20
20 lb. bags	8 30
2 and 5-lb. bags	8 50
Extra Ground Sugars—	
Barrels	8 65
50 lb. boxes	8 75
25 lb. boxes	8 95
Yellow Sugars—	
No. 1, 100 lb. bags	7 80
Dark yellow, 100 lb. bags	7 60
Bright yellow; bbls. only, cwt.	8 05
Powdered Sugars—	
Barrels	8 35
50 lb. boxes	8 55
25 lb. boxes	8 75
Paris Lumps—	
100 lb. boxes	8 80
50 lb. boxes	8 90
25 lb. boxes	9 10
Crystal Diamonds—	
Barrels	8 60
100 lb. boxes	8 90
50 lb. boxes	9 00
25 lb. boxes	9 20
Cartons	9 45
Half cartons	10 15
Crystal Dominoes, cartons	9 65

MOLASSES AND SYRUPS.—Market remains unchanged from last week, with delivery the question of supreme importance and supplies less frequent than then, with firmness so fully maintained that small supplies coming forward frequently change hands at an advance of 8c over contract price, which is thus disregarded by local buyers as an incentive to delivery. Firms that ordinarily receive 1,000 puncheons at a time are now forced to be content with lots of 25 or 50, and single puncheon shipments are common. Interest continues to centre in possibility of receiving full cargo very soon.

Corn and cane syrups continue unchanged and firm, and in good demand in sympathy with molasses shortage.

	Prices for Fancy.	Choice.
Barbadoes Molasses—	Island of	Montreal.
Puncheons	0 59	0 51
Barrels	0 62	0 54
Half barrels	0 64	0 56

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04½
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90

MARKETS IN BRIEF

QUEBEC MARKETS.

FRUIT AND VEGETABLES—
Cukes and beans easier.
Potatoes firmer.
Lemons stronger.
Tomatoes down.

FISH AND OYSTERS—
Halibut firmer.
Gaspe salmon plentiful and low.

FLOUR AND CEREALS—
Flour stronger.
Feeds easier.

PRODUCE AND PROVISIONS—
Hogs unchanged.
Lard firm.
Cheese higher.
Eggs firming up.

GENERAL MARKETS—
Currants up 1c.
Beans up 25c bushel.

ONTARIO MARKETS.

FLOUR AND CEREALS—
Bran and shorts down.
Good feed flour off.
All cereals dull.
Export trade quiet.

FRUITS AND VEGETABLES—
Potatoes higher.
Many declines.
Warm weather helps.
Head lettuce lower.
Pines advancing.

PRODUCE AND PROVISIONS—
Hogs slightly lower.
Butter levels easing.
Cheese up again.
Little change in eggs.

FISH AND OYSTERS—
Gaspe salmon coming.
Halibut somewhat scarce.
Demand for mackerel.
Lobster levels lower.

GENERAL GROCERIES—
No change in molasses.
Teas of poor quality.
Sugar trading active?
Currants quoted higher.
Beans remain scarce.

MANITOBA MARKETS.

FLOUR AND CEREALS—
Flour still at $6.60 bbl.
No indications of a change.
Big cut in feed prices.
Indications of a big hay crop.
Bran selling for less than $18.
All cereals very quiet.

PRODUCE AND PROVISIONS—
Hogs still firm; receipts fair.
Egg market holding firm.
Egg decline must come soon.
No. 1 candled stock 25-25½c.
Cheese firming up again.
Butter declines again.

FISH AND POULTRY—
Fresh whitefish at 9½c.
Salmon firm at 18c.
Poultry still scarce.

FRUIT AND VEGETABLES—
Grapefruit jumps to $5.50.
Pineapples decline to $4.50.
Only local rhubarb available.
Plums, peaches and apricots in.
Mississippi tomatoes easier.

GENERAL GROCERIES—
All California dried fruits up.
Tapioca and sago to decline.
Canned salmon getting scarcer.
Bean market still stiffening.
Sugar market remains quiet.
Molasses market stationary.

Cases, 20 lb. tins, ¼ doz. in case		2 85
Cane Syrups—		
Barrels, lb., 5¼c; ½ bbls.		0 05½
Cases, 2 lb. tins, 2 doz. in case		4 80

DRIED FRUITS.—Currants have advanced 1c in a wholesale way, so that although price to retail trade has firmed up to 12½c for Filiatras loose and 14c in packages, these prices are said by importers to be lower than wholesalers must pay to replace stocks, and one case at least is known of an importer seeking to buy at these figures locally owing to fact that imports cannot be made under 13⅝c. Cables are three shillings higher than last week and 15 shillings higher than last year, the latest being for 53. Trade is active in this line as result, and buyers are said to be paying 13c and 14c for currants that they had previously refused at 9c. Feeling in trade is very firm for the moment, but an undertone of uneasiness is evident, based on fact that currants are much higher than seeded raisins, of which large supplies are available and likely to have a weakening effect on position of currants.

Prices remain unchanged, as do other factors of importance in other lines, with European buyers showing only nominal interest in Coast fruits, prices of which are in an indefinite state and awaiting trend of export trade.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes		0 09½
Apples, choice winter, 50-lb. boxes		0 09
Apricots	0 14	0 15
Nectarines, choice		0 11½
Peaches, hoice		0 08
Pears, choice		0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	0 24	0 25
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new		0 12½
Filiatras, packages, new		0 14
Dates—		
Dromedary, package stock, old, 1-lb. pkg.		0 10
Fards, choicest		0 12½
Hallowee, loose, new		0 09½
Hallowee, 1-lb. pkgs.		0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.		0 12
7 crown, 12-lb. boxes, fancy, layer, lb.		0 12
8 crown, 12-lb. boxes, fancy, layer, lb.		0 11½
1 lb. glove boxes, each		0 12
Cal. bricks, 10 oz.		0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.		1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11	0 12
40 to 50, in 25-lb. boxes, faced		0 10¾
50 to 60, in 25-lb. boxes, faced		0 10
60 to 70, in 25-lb. boxes, faced		0 09½
70 to 80, in 25-lb. boxes, faced		0 09
80 to 90, in 25-lb. boxes, faced		0 08½
90 to 100, in 25-lb. boxes, faced	0 08	0 08
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster		3 75
Muscatels, loose, 3-crown, lb.		0 09
Muscatels, 4-crown, lb.		0 09½
Cal. seedless, 16 oz.		0 12½
Fancy seeded, 16 oz. pkgs.	0 10½	0 11
Choice seeded, 16 o. pkgs.	0 10¼	0 10½
Valencias, selected		0 11
Valencias, 4-crown layers		0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

SPICES.—Local market is firming up on basis of New York reports of greater activity in both black and white peppers, particularly the former, which are reported to be in very strong position after advances of from 1c to 1½c. Other factors remain unchanged, and with no increase in demand locally in any line.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 09	—0 23
Cassia	—0 27	—0 85	—0 35
Cayenne pepper	—0 28	——	—0 35
Cloves	0 30—0 32	—0 90	—0 39
Cream tartar—55 to 67c.			
Cinnamon, per lb., 35c.			
Ginger, Cochin	—0 25	——	—0 31
Ginger, Jamaica	—0 28	—1 15	—0 29
Mace	—0 80	——	—1 00
Nutmegs	0 45—0 45	—0 45	—0 80
Peppers, black	—0 28	0 85—0 90	—0 26
Peppers, white	—0 35	1 15—1 20	—0 37
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 16—0 18	——	——
Turmeric	0 21—0 23	——	——

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian		0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole		12-15

RICE AND TAPIOCA.—There is nothing of interest to report in rice market, which continues quiet and steady at unchanged prices, in which firmness is well maintained, although there is an absence of the undertone of expectation of higher prices that characterized market some time back. Ship shortage remains chief factor in maintenance of a firm feeling that is based on normal demand and supplies that are none too large, together with an actual shortage in tapioca which throws back demand on rice. Demand for tapioca is not heavy in view of high and unchanged prices.

Rangoon Rices—	Per cwt.
Rangoon, "B"	4 30
"C.C."	4 10
India bright	4 45
Lustre	4 50
Fancy Rices—	
Mandarin, Patna	4 80
Pearl	5 10
Imperial Glace	5 80
Sparkle	6 40
Crystal	5 70
Snow	5 30
Ice drips	5 40

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna—	Per lb.	
Bags, 224 lbs.		0 06
Half bags, 112 lbs.		0 06½
Quarter bags		0 06¼
Velvet head Carolina	0 08	0 09
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 11	0 12
Seed, lb.	0 10½	0 11

DRIED VEGETABLES.—Beans continue to develop firmness, which has now settled down into a general advance of ¼c per lb. for Canadian hand-picked, which are now from $5.10 to $5.25 per bushel, and in a wholesale way advance of 25c a bushel is general, especially for hand-picked varieties, as a result of tendency on part of canners to take all available supplies on hand. Entire line is very firm, and great scarcity of supplies is noted except in case of poor quality stuff, which finds no sale, and with no relief looked for until arrival of new crop.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 55	4 70
Canadian, hand-picked	5 10	5 25
Canadian, 5-lb. pickers		4 35
Yellow eyes, per bushel		4 45
Lima, per lb.		0 08½
Peas, white soup, per bushel	3 25	3 50
Peas, split, bag 98 lbs.		6 25
Barley, pot, per bag		3 25
Barley, pearl, lb.	0 04½	0 05

TEA.—Market is unchanged and quiet, with no occurrences of importance to note, and trade in general awaiting complete establishment of new markets at primary points for definite indications of new season. Cables continue to confirm earlier reports as to prices and quality, and samples are beginning to appear of new crop, Japans showing good quality, with shipments expected shortly. Demand continues good on local market, with increased interest in freights following announcement of more tonnage being available for allied trade.

COFFEE.—Market is quiet, with firmness steadily maintained, although primary market reports are to effect that No. 7's, which were for so long at 9¾c, and eventually reached 9⅞c, are now down to 9½c. Business continues to maintain itself well in all lines, with a normal demand that is free from any element of speculation.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 22	0 24
Java, lb.	0 33	0 38
Maracaibo, lb.	0 22	0 23
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 18½	0 21
Santos, lb.	0 21	0 23
Chicory, lb.	0 12	0 14

NUTS.—Volume of sales passing continues to grow and show increases over normal trade at this season, partly as result of recent stimulation, due to advances which have firmed up shelled walnuts 1c in a wholesale way and Grenobles ½c to retail trade, so that the latter are now 16c to 17c per lb. Tarragonas have declined ½c, and are now 16c to 17c. Almonds, figs and dates are unchanged.

Almonds, Tara, new	0 16	0 17
Grenobles	0 16	0 17
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 33	0 34
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 15½	0 16
Filberts, shelled	0 32	0 34
Pecans, large	0 19	0 21
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 08¼	0 12½

CANNED GOODS.—Entire line continues to maintain firmness, with no slackening of demand, as result of higher prices, which are unchanged from last week. Continuance of bad weather has had additional firming effect as regards likelihood of an impaired acreage and late planting.

Fish lines share in general firmness, and more active demand has been apparent lately as result of sales to camps and outing parties.

Ontario Markets

Toronto, June 15.—The currant market this week, with its report of a high price cabled, is reminiscent of the days last winter when no one knew whether they would even get currants or not, and if so, at what price. It looks, by all accounts, as if we will have a stiff market in currants again this year, if advance quotations are anything to go by.

The easier feeling in butter referred to in these columns a couple of weeks ago as a probability seems at last to be materialising. Export, by all indications, is dropping somewhat; England is down a cent on creamery, and ship-

ments to the West, which were causing a good deal of strength, have more or less ceased. Montreal reports are pointing to an easier feeling, and by next week a lower level is not improbable. In this connection it is interesting to observe that there is a decided shortage of butter across the border. Warehouse reports on June 1st, showed stocks of 4,256,000 as against 11,510,000 pounds a year ago. That is a very marked disparity. It emphasises by the report re May 1. On May 1 this year stocks of butter in warehouses were 625,000 lbs There is a wider disparity amounting to something like 4,413,000 lbs. The States is therefore strong on butter and readers should bear this in mind, in its relation to our own condition.

Trade is good, with some collections in the city only slightly off color just now. Those in the country are, as usual, good. Volume of trade passing continues to be large, and orders are getting away from the hand-to-mouth variety so long complained of by the trade. May was undeniably a good month with wholesalers, and therefore retailer must have found it a profitable month too.

SUGAR.—Raws are distinctly firmer in New York, and refiners are again paying higher levels, as was forecast in these columns lately. Refiners undoubtedly held off for some time, partly because of trouble in labor conditions at their own refineries. They are now buying more, however. Sugar futures are also being sold to Europe. That there is more strength to the market is indicated by the fact that two Philadelphia refiners who were cutting prices last week have restored these prices again.

Locally, there is a firm tone, and the fair weather is helping to stimulate buying. Should it continue, sugar men expect better demand to follow.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	8 26
20 lb. bags	8 36
10 lb. bags	8 41
2 and 5-lb. cartons	8 41
Nova Scotia refined, 100-lb. bags	8 16
New Brunswick refined, 100-lb. bags	8 11
Extra Ground Sugars—	
Barrels	8 26
50 lb. boxes	8 66
25 lb. boxes	8 96
Powdered Sugars—	
Barrels	8 36
25 lb. boxes	8 86
Crystal Diamonds—	
Barrels	9 81
100 lb. boxes	8 91
50 lb. boxes	9 01
Cartons (20 to case)	9 86
Cartons (50 to case)	10 96
Crystal Dominoes, carton	10 21
Paris Lumps—	
100 lb. boxes	8 91
50 lb. boxes	9 11
25 lb. boxes	9 11
Yellow Sugars—	
No. 1	7 56

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

MOLASSES.—There is no downward trend apparent in this market as yet. It is said that the amount of molasses said to be en route to Eastern points from West Indies has been exaggerated and that we shall not see anything like the reduction in price which has been hinted at. Be that as it may, the freight situation is undoubtedly easier, and bottoms are more plentiful for the trade between Barbadoes and Canadian ports. It is said that molasses is in every growing demand from munition concerns, and that that influence upon price conditions is a growing and not a declining one.

Conditions anent cane and corn syrups are unchanged with usual demand from trade.

Corn Syrups—		
Barrels, per lb., 4c; ½ bbls., 4¼c; ¼ bbls....	0 04½	
Pails, 38½ lbs., $1.95; 25 lbs.	1 50	
Cases, 2 lb. tins, 2 doz. in case	2 75	
Cases, 5 lb. tins, 1 doz. in case	3 15	
Cases, 10 lb. tins, ½ doz. in case	3 05	
Cases, 20 lb. tins, ¼ doz. in case	3 00	
Cane Syrups—		
Barrels, lb., 4¾c; ½ bbls.	0 05½	
Cases, 2 lb. tins, 2 doz. in case	4 80	
Molasses—		
Fancy, gallon	0 60	0 65
West India, bbls.	0 35	0 38

TEA.—In a cable this week it is hinted that the height of good quality has been reached and passed and that teas of inferior quality are gradually taking up most attention, because good quality stuff is so scarce. As to prices the market is steady and even firm, though at this writing we learn of no enhanced levels at London auctions. From various mail advices, one gathers that Russian buying is getting more active again and is proving increasingly a factor.

Advices from Japan report that the quality of tea, owing to cold sunless weather, adds to the difficulty faced by buyers who are not being any too eager, but who are, on the other hand, inclined to pursue a waiting policy.

Locally, the situation holds nothing of new interest.

DRIED FRUITS.—Currants again are leaping into view, by reason of very high quotations. Cables came to hand this week of 53/6 and 54/-. In one case 55/- was mentioned. These are for Amalias and are certainly very high. Buyers seem somewhat afraid to do business upon any such bases and are inclined to hold off.

Currant prices, it is thought will have an appreciable effect upon raisins. There at present a deadlock exists at the Coast. The Association is holding off in its offerings, and independents are also awaiting more definite indications of supplies. All raisins are fairly firmly held on this market at the moment. Seedless raisins, locally, are exceptionally firmly held. Seeded are in better demand than is usual at this time of the year.

Apricots on this market are somewhat dull and featureless at the moment. Peaches are selling slowly and in small quantities.

Whole range of fruits is hampered in sales by fresh fruits. It is a more or less dead market for a time.

Apples, evaporated, per lb.	....	0 09½
Apricots—		
Std., 25's, faced	0 12	0 12½
Choice, 25's, faced	0 13½	0 14
Extra choice, 25's, faced	0 14½	0 15
Fancy, 25's, faced	0 15½	0 16
Candied Peels—		
Lemon	0 18	0 20
Orange	0 18	0 20
Citron	0 23½	0 25
Currants—		
Filiatras, per lb.	0 15	0 16
Patras, per lb.	0 16	0 17
Vostizzas, cboice	0 16	0 17½
Cleaned, ½ cent more.		
Dates—		
Fards, cboicest, 12-lb. boxes	0 09½	0 10
Fards, cboicest, 60-lb. boxes	0 09	0 09½
Pa..ckage dates	0 10	0 10½
Hallowees	0 08½	0 09
Prunes—		
30-40s, California, 25-lb. boxes	0 13	0 13½
40-50s, 25-lb. boxes	0 10¾	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09¼	0 09½
70-80s, 50-lb. boxes	0 08½	0 08¾
80-90s, 50-lb. boxes	0 08¼	0 08½
90-100s, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 07	0 07½
Stds., 50-lb. boxes	0 06¾	0 07
Choice, 25 lbs., faced	0 07½	0 07¾
Extra choice, 25 lbs., faced	0 07¾	0 08
Fancy, 25 lbs., faced	0 08¾	0 09
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	....	0 10
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 13	0 13½
Seedless, 12 oz. packets	....	0 11
Raspberries, black, dried, 25-lb. boxes....	0 40	0 42

NUTS.—Business in most lines is poor, demand being decidedly hand-to-mouth. Some early cables seem to indicate high prices on walnuts. Both France and Italy are at war and crops will be short. The freight situation too complicates price matters. Outlook is for high prices on walnuts. California crop is a quantity hard to gauge at present. Almonds on spot, both shelled and in shell, are firm on account of scarcity but there is little demand.

	Per lb.	
In Shell—		
Almonds, Tarragona	0 15¾	0 16½
Brazils, medium, new	0 16	0 18
Brazils, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, bags 110 lbs.	0 14	0 14½
Peanuts, Jumbos, roasted	0 13½	0 14½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14¾	0 15½
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 12½	0 13½
Shelled—		
Almonds	0 40	0 42
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 60	0 65
Walnuts, new, halves	0 34	0 37
Broken	0 31	0 32

BEANS.—Firmness is still the dominating note. True there is not a large demand; this is not the season for large demand for beans, but scarcity of stocks prohibits any attractively low prices. Farmers are not bothering much with beans. A lean period is looked for later on, as new crop will be late, if even it is good, and the gap to be bridged looks like a high-level period.

Beans, choice primes, bush.	4 40	4 50
Beans, hand-picked, bushel	....	4 75
Peas, blue, busbel	3 50	3 60
Split, lb.	0 05	0 05¼

SPICES.—Both black and white peppers are in good demand, and stocks are low. They have not been much replenished since last rush of buying; hence scarcity now. Demand is healthy and will grow. Cream of tartar is very firm here; stocks in New York are said to be comparatively slight.

Spices—	Compound, per lb.	Pure, per lb.
Allspice, ground	....—0 20	0 17—0 19
Allspice, whole	....—....	....—0 15
Arrowroot	....—....	0 15—0 20
Bay leaves	....—....	....—0 20
Bicarb. soda	....—....	....—0 23½
Caraway seeds	....—....	....—0 25

Cassia, whole	....—....	0 26—0 32
Cassia, ground	0 16—0 18	0 26—0 54
Cayenne	....—....	0 30—0 35
Cayenne, Jap. chillies	....—....	....—0 40
Celery seed	....—....	0 45—0 50
Celery salt	....—....	0 30—0 35
Celery pepper	....—....	0 30—0 35
Cinnamon, Batavia	....—....	0 30—0 40
Cloves, whole	....—....	0 40—0 45
Cloves, ground	0 18—0 22	0 35—0 45
Coriander seed	....—....	0 12—0 13
Cream of tartar	0 25—0 30	0 48—0 52
Curry powder	....—....	0 30—0 35
Ginger, Cochin	0 15—0 17	0 22—0 25
Ginger, Jamaica, ground	0 18—0 21	0 25—0 30
Ginger, Jamaica, whole	....	0 28—0 30
inger, African, ground	....—....	0 14—0 18
Mace	....—....	0 85—1 00
Mustard, pure	....—....	0 28—0 30
Mustard seed	....—....	0 20—0 25
Nutmegs, brown, 64s, 55c; 80s, 45c; 100s	....—....	0 35—0 40
Nutmegs, ground, bulk, 30-35c; 1 lb. tins	....—....	0 37—0 42
Pastry spice	....—....	0 25—0 30
Paprika	....—....	0 35—0 40
Peppers, black, ground	0 14—0 18	0 25—0 30
Peppers, black, whole	....—....	0 24—0 29
Peppers, white, ground	0 19—0 24	0 35—0 40
Peppers, white, whole	....—....	0 30—0 35
Pickling spice	....—....	0 18—0 23
Sage	....—....	0 45—0 50
Saltpetre (cbili)	....—....	....—0 10
Thyme	....—....	....—0 26
Turmeric	....—....	0 20—0 22

SPICE AND TAPIOCA.—Firmness continues without any new feature. American markets are all firm, alike on imported and Southern lines. Buying here is about normal, but in this as in so many cases stocks are slender.

Tapioca is very strong, and quotations to trade are in wide range according to size of stock in hands of wholesaler. There is a better-than-usual demand, too, which adds to firmness.

Rice—		
Rangoon "B," per cwt.	....	4 50
Rangoon "CC," per cwt.	....	4 40
Rangoon, fancy, per cwt.	4 38	5 55
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 11	0 12
Seed, per lb.	0 11	0 13

CANNED GOODS.—All vegetables remain firm, and the market on corn, peas and tomatoes is an advancing one. Trade will do well to buy these lines now. They know of the reasons; shortage of labor, advanced price of cans, and heavy export demand on vegetables.

There are persistent rumors of activity along the line of some sort of central organizations standardising fruits, as to size and price. Nothing definite is decided at this writing however. The movement, if any is not yet concrete. Canned fruits are a good buy, however, at ruling levels.

Manitoba Markets

Winnipeg, June 15.—It is reported that a readjustment of freight rates is to take place on the Pacific coast. Rates on these waters have been exceptionally high, and have accounted for exceedingly high prices being paid for certain products, chiefly rice, tapioca and sago. When this readjustment takes place, there will certainly be an easing off in these markets. This development, however, is not so important, as fewer things come across the Pacific than other waters. It would affect the price of teas no doubt, but the supplies are pretty well all in. Japanese beans are also practically unsecurable. As for raw sugar, this comes from Porto Rico, and would hardly be affected by readjustment in freight rates.

The features to the dried fruit market are advances in prunes, peaches and apricots, particularly peaches which have headed upward considerably since the association took charge. On account of the readjustment of freight rates on the Pacific, jobbers state that tapioca for fall delivery will be ½c lower than present prices. While some jobbers are quoting 9c for tapioca and 8¾c for sago, there are some still quoting 8¼c for tapioca and 8c for sago.

SUGAR.—Both the refined and raw markets remained comparatively quiet last week. Refined is still quoted on a basis of $8.80. Representatives of refiners in Winnipeg hold to their belief that the market will advance further. Jobbers are buying steadily, but their stocks are rather heavy. They have not been buying as heavily as they would have otherwise.

Sugar, Eastern—	in sacks. Per cwt.
Standard granulated	8 80
Extra ground or icing, boxes	9 65
Extra ground or icing, bbls.	9 35
Powdered, boxes	9 45
Powdered, bbls.	9 25
Hard lump (109-lb. case)	9 75
Montreal yellow, bags	8 40
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 75
Halves, 90 lbs., per cwt.	8 85
Bales, 20 lbs., per cwt.	8 85
Powdered, 50s	9 40
Powdered, 5s	9 65
Icing, barrels	9 40
Icing, 50s	9 60
Cut loaf, barrels	9 70
Cut loaf, 50s	9 90
Cut loaf, 25s	9 95
Sugar, British Columbia—	
Extra standard granulated	8 80
Bar sugar, bbls.	9 25
Bar sugar, boxes, 50s	9 35
Icing sugar, bbls.	9 35
Icing sugar, boxes, 50s	9 65
H. P. lumps, 100-lb. cases	9 75
H. P. lumps, 25-lb. boxes	9 95
Yellow, in bags	8 40

SYRUP AND MOLASSES.—As far as cane and corn syrup are concerned, there is no change, and the market is quiet. The supply of molasses which was due at St. John, N.B., two weeks ago, has not reached Winnipeg yet, and the feeling here is that it will not affect prices when it does arrive.

Corn Syrup—	
2s, per case 2 doz.	2 88
5s, per case 1 doz.	3 23
10s, per case, ½ doz.	3 11
20s, per case ½ doz.	3 12
½ barrels, by the lb.	4 65
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	4 05
5-lb. tins, 1 doz. to case, per case	4 75
10-lb. tins, ½ doz. to case, per case	4 45
20-lb. tins, 3 tins to case, per case	4 35

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes, ½ bbls., per gal.	0 65
New Orleans	0 28
New Orleans, tins, 24 x 2 lb. case, $2.20; 24 x 3 lb. case, $3; 12 x 5 lb., $2.60; 6 x 10 lb., $2.55.	

DRIED FRUITS.—The market is firmer, more or less, on all lines. Apricots continue to go up due to shortage; the California market is cleaned up on this line. Peaches are still firm. While it is expected there will be a car shortage later on in the year, there has been no trouble experienced as yet in securing supplies of raisins. It is not anticipated there will be any change in price, at least on seeded; seedless raisins will probably be higher, as it looks as though there will be a shortage. Currants are going up all along the line. The prune market is firmer, and stocks in California are not heavy; small sizes are pretty well cleaned up.

ried Fruits—		
Evaporated apples, choice, 50's	....	0 08½
Evaporated apples, choice, 25's	....	0 08¾
Pears, choice, 25's	....	0 12½
Apricots, choice, 25's	....	0 13½
Apricots, choice, 10's	....	0 14½
aches—		
Choice, 25-lb. boxes	....	0 07
Choice, 10-lb. boxes	....	0 08
arrants—		
Dry cleaned	....	0 12¼
Wet cleaned	....	0 12¾
1 lb. package Amalias	....	0 13
2 lb. package	....	0 26
Dates—		
Hallowee, loose, per lb.	....	0 09
Hallowee, 12-oz. pkgs.	....	0 08¾
Raisins, California—		
16 oz. fancy, seeded	....	0 10¼
16 oz. choice, seeded	....	0 09½
12 oz. fancy, seeded	....	0 08¾
12 oz. choice, seeded	....	0 07½
Raisins, Muscatels—		
3 crown, loose, 25's	....	0 08⅞
3 crown, loose, 50's	....	0 08⅝
Raisins, Sultanas—		
California, 50's, fancy bleached	....	0 16¾
California, 25's, fancy bleached	....	0 17
16-oz. pkgs.	....	0 17½
Raisins, Cal. Valencias—		
25-lb. boxes	....	0 09
50-lb. boxes	....	0 09⅞
Prunes—		
90 to 100, 25s	....	0 07¼
80 to 90, 25s	....	0 07¾
70 to 80, 25s	....	0 08⅜
60 to 70, 25s	....	0 09
50 to 60, 25s	....	0 09½
40 to 50, 25s	....	0 10⅜
Peels—		
Orange, lb.	....	0 18½
Lemon, lb.	....	0 18
Citron, lb.	....	0 21¾

DRIED VEGETABLES.—The bean market is stiffening up all the time, and it will soon be a question of getting supplies. The Michigan market is exceptionally firm, and has advanced 4 or 5c per bushel during the last two weeks. There are very few Ontario beans of good quality left. While split peas declined two weeks ago, there has been no change in this market since.

Beans—		
White beans, hand-picked, bushel	....	4 75
White beans, 5-lb. pickers, busbel	....	4 30
California Lima Beans—		
80-lb. sacks	....	0 07¼
Barley—		
Pot, per sack, 98 lbs.	....	3 20
Pearl, per sack, 98 lbs.	....	4 30
Peas—		
Split peas, stck., 98 lbs.	....	5 50
Whole peas, bushel	....	3 30

RICE.—The change taking place in this market has been in the neighborhood of 50c per ton, which was so small as to be almost negligible. Tapioca and sago are still firm, but it is possible that we shall see this market easing off owing to readjustment of freight on the Pacific. While there is likely to be a decline in the primary market, this will not effect prices to the retailer for three months or more. For a long while the jobber has been paying as much for tapioca and sago as he quoted the retailer, and it is only natural that these quotations should be rather high just now.

Rice and Tapioca—		
No. 1 Japan, per lb., 100-lb. bags	....	0 05¾
No. 2 Japan, per lb., 100-lb. bags	....	0 04¾
Siam, per lb., 100-lb. bags	....	0 04⅜
Patna, per lb., 100-lb. bag	....	0 07¼
Carolina, per lb., 100-lb. sacks	....	0 08⅝
Sago, pearl, sacks, per lb.	0 08	0 08¾

Tapioca, pearl	0 08¼	0 09

CANNED GOODS.—Advices from the coast indicate that salmon is pretty well cleaned up. Cohoes are entirely cleaned up. There are a few Pinks and Sockeyes, but other lines are getting very scarce. Red Springs are practically all cleaned up, although there might be a few lots available.

ALBERTA MARKETS (CALGARY)

By Wire

Calgary, June 15.—Pork and Beans, ones are up five cents dozen. Some package teas are up five cents pound. Evaporated apricots quoted sixteen and a half for choice. New season's salmon pack will likely be considerably higher than last years. Still further advances on matches are expected. Strawberries, Oregon are $3.75, and Hood River $4.25. New California onions are 4½c lb. Eating cherries, eights, are $2.50. Valencia oranges are $4.25 to $5. Lemons are away up, now at $5.50. New California apples are $3 a case. Pears are also $3 case. Fresh appricots, peaches and plums, four baskets to case are $2.50 per case.

General—		
Beans, small white Japan, lb.	....	0 08½
Flour, No. 1 patent, 98's	3 40	3 55
Molasses, extra fancy, gal.	....	0 75
Rolled oats, bail	....	3 00
Rolled oats, 80s	....	3 05
Rice, Siam, cwt.	4 50	4 75
Potatoes, local, per bush.	0 60	0 75
Sago and tapioca, lb.	....	0 10
Sugar, pure cane, granulated, cwt.	....	9 25
Shelled walnuts, finest halves, lb.	....	0 49
Shelled walnuts, broken, lb.	....	0 30
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 20	0 21½
Butter, creamery, lb.	....	0 30
Butter, No 1, dairy, lb.	....	0 25
Lard, pure, 5s, per case	....	10 30
Bacon, smoked backs, per lb.	....	0 23½
Bacon, smoked bellies, per lb.	....	0 26
Lard, pure, 3s, per case	....	10 50
Eggs, new laid	....	7 50
Canned Goods—		
Tomatoes, 3s, standard, case	....	3 00
Corn, 2s, standard, case	....	2 35
Peas, 2s, standard, case	....	2 45
Tomatoes, gals., case	....	2 25
Apples, gals., Ontario, case	....	1 75
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Salmon, finest sockeye, tails, 48xls, cs.	....	10 00
Salmon, pink, tails, 48xls, per case	....	4 50
Lobster, ½s, per doz.	....	3 00
Dried Fruits—		
Currants, lb.	....	0 13
Evaporated apples, 50s, per lb.	0 10	0 10½
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 16½
Pears, choice, 25s, per lb.	....	0 14
Prunes, 90-100	0 08	0 08½
Sultana raisins, Cal., extra fancy	....	0 15
Manchurian shelled walnuts	....	0 30
Fresh Fruits and Vegetables—		
Oranges, Val., box	4 25	5 00
Lemons, box	....	5 50

SASKATCHEWAN MARKETS

By Wire

Regina, June 15.—Markets are quiet this week. Cheese is lower at 19¼ and 19⅛. Currants are higher at 15¼c. Pickles are also higher. All lines of fruit are coming in well. Other lines stationary.

Produce and Provisions—		
Butter, creamery, per lb.	....	0 33
Butter, dairy, No. 1	....	0 26
Cheese, per lb.	0 19¼	0 19⅛
Eggs, new laid	....	0 27
Lard, 3's, per case	....	10 50
Lard, 5's, per case	....	10 45
Lard, 10's, per case	....	10 35
Lard, 20's, per case	....	13 60
General—		
Beans, Ontario white, per bush.	....	4 50
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	0 50	0 60
Cocoanut, lb.	....	0 23
Cornmeal, bail	....	2 80
Flour, 98's	....	3 35
Rolled oats, 40s	....	1 60
Rolled oats, 80's	....	2 80
Rice, per cwt.	....	4 35
Onions, B.C., 100 lbs.	....	3 00
Sugar, standard gran., per cwt.	....	9 14
Sugar, yellow, per cwt.	....	8 29
Tapioca and sago, lb.	....	0 10½
Walnuts, shelled, 47-49c; almonds	0 45	0 47
Canned Goods—		
Apples, gals., case	....	1 80
Beans	....	2 25
Corn, standard,, per 2 dozen	....	2 23
Peas, standard, per 2 dozen	....	2 40
Plums, Lombard	....	2 10
Peaches	....	3 10
Raspberries, $4.33; Strawberries	....	4 73
Tomatoes, standard, per case	....	2 40
Salmon—		
Sockeye, 1's, 4 dozen case	....	9 55
Sockeye, ½'s	....	12 55
Cohoes, 1's	....	6 00
Humpbacks, 1's	....	4 60
Dried Fruits—		
Apricots, per lb.	....	0 12
Currants, lb.	....	0 15¼
Citron peel, lb.	....	0 24
Lemon peel, lb.	....	0 17
Orange peel, lb.	....	0 17½

NEW BRUNSWICK MARKETS

By Wire

St. John, June 15.—There are few changes in New Brunswick markets this week. Canned corn beef is now $2.90 to $3.60. Cheese is easier at 18½ to 19c. Ontario flour is $6.85. Molasses are 55 to 56c gallon. Canned beans $3.40 to $3.80.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	2 90	3 60
Pork, American clear, per bbl.	31 00	32 50
Butter, dairy, per lb.	0 27	0 30
Butter, creamery, per lb.	0 32	0 34
Eggs, new laid, per doz.	....	0 23
Lard, pure, lb.	....	0 18
Lard, pure, lb.	....	0 18
Valencia raisins, Cal., lb.	....	0 10
Cheese	0 18½	0 19
Flour and Cereals—		
Cornmeal, gran.	....	6 35
Cornmeal, ordinary	....	1 85
Flour, Manitoba, per bbl.	....	7 55
Flour, Ontario	....	6 85
Flour, buckwheat, western, 98-lb. bag	....	3 50
Rolled oats, per bbl.	....	6 25
Fresh Fruits and Vegetables—		
Apples, box	3 00	3 25
Lemons, Messina, box	4 00	4 25
Lemons, Cal., box	5 00	6 00
Oranges, Cal., case	4 00	4 50
Potatoes, bbls.	....	3 00
Sugar—		
Standard granulated	8 25	8 30
United Empire	8 15	8 20
Bright yellow	8 05	8 10
No. 1 yellow	7 85	7 90
Paris lumps	9 25	9 30
Beans, white, per bush.	4 75	4 85
Canned pork and beans, per case	3 40	3 80
Molasses, Barbadoes, gal.	0 55	0 56
Cream of tartar, per lb., bulk	0 51	0 53
Currants	....	0 14½
Pork and beans, case	3 20	3 40
Rice, per cwt.	5 25	5 50

FRUIT CROPS IN BRITISH COLUMBIA

(Continued from page 21.)

ever. Pears were hard hit in some districts, and not so badly in others, but there will be better than an average crop. The strawberry crop is short on the other side, 70 per cent. of last year, while we in British Columbia have a good crop. The same may be said of raspberries. The U. S. crop of sweet cherries is short, and in B. C. our crop will be less than last year.

Let me here ask you to more seriously consider the sour cherry for preserving. When preserved without sugar it makes an excellent filler for pies and puddings. Think of this the next time your fruit traveller calls.

The apricot crop will be considerably lighter, so will prunes, as in both these there was, on the whole, a tremendous crop last year, and the trees will take a partial rest. Peaches will be in greater quantity, and probably there will be more plums. There will be an increase in crab apples, but probably a slight decline in the quantity of Hyslops.

RISING COST OF STORE EQUIPMENT

(Continued from page 29.)

ent in the United States, where, as never before workmen have started in business on their own account and have employed others, and where, as never before, business is progressing and prospering and extending by leaps and bounds.

Thus manufacturers of store equipment have not only to deal with a shortage of supplies and higher prices therefore, but they have also to deal with delays in delivery arising out of a scarcity of men.

The effect, so far as most manufacturers of store equipment are concerned, has been an advancing price movement. Most manufacturers have put up prices on their finished articles five to ten per cent; yet they have had advances in materials to contend with which sometimes have been seventy-five and one hundred per cent. The reason why levels to the trade have not been placed higher is that often equipment manufacturers had ample stocks on hand, and were thus precluded from the necessity of covering in their quotations to the trade those advances actually registered in the materials markets.

But store equipment, it appears, is bound to go up in price. Everything points that way. It is well that the retailer should know the reasons and act accordingly.

MORE OPINIONS ON HALF-HOLIDAY

The following letters have come in from grocers too late for last week's symposium on half-holidays and early closing. They, like the longer article last week, show different sides of the same question:

Perry Martin, Hanceville, B.C.—Your request for opinion of half-holiday and early closing: As I am away from town life and have not a clerk, I have paid no attention to this matter, but think they would be for the best, as grocery work is irksome day in and day out.

* * *

The Safe Co., Salmon Arm, B.C.—The stores here open between 7.30 and 8 and close at 6 o'clock. This has been the custom here for years, and in our opinion is quite all right. A majority of the merchants signed a petition for a half-holiday, presented same to City Council. Result: By-law passed closing stores every Wednesday afternoon. In our opinion this is the only fair way to settle the matter, if you are going to have the half-holiday at all; yet we are not altogether in favor of the half-holi-

day. We cannot see that the clerk is entitled to a half-day off per week any more than the man behind the plow. We believe in paying our employees a good wage, demanding in return an honest day's work, and to our employees who have been in our employ for a year or more we allow one month's holiday each year with full pay. We are in business to do business, and feel it is our place to regulate our business to suit the buying public, not for the public and the farmer in particular to regulate their business and time to suit us.

* * *

G. Rahan, Moorefield, Ont.—In regard to weekly half-holiday, I am in favor of these if surrounding circumstances are right. First, there should be a law to compel every merchant to close, so if I am closed that I may be sure all others are closed.

I am in favor of early closing every night except Wednesday and Saturday. At present time we close at 7 p.m. But this should be 6 p.m. We can't be closed every night in the week, as we live in a farming community, and in the busy time of the year farmers appreciate to come to store at night, so as not to stop them from their work in day-time. We have been working on this season, but were unsuccessful, as there is considerable trouble with ice cream parlors to close, as they also carry groceries as well as general store. It is not fair to general stores to close at six and let the restaurants open, as they will no doubt sell considerable groceries, as they are in the same premises.

EXEMPTIONS TO PEDLARS

The question of fruit and vegetable pedlars took up considerable time at the meeting of the Grocers' Section of the Retail Merchant's Association, Montreal, at last meeting. It was reported to the meeting that an effort was being made to have the license for pedlars reduced in price, but it was also reported that there was no possibility of a reduction this year. The question then arose as to the number of pedlars who were allowed for each horse and wagon, and some criticism in regard to alleged infractions of the law was made. One of the members remarked that the chief of police often took it upon himself to allow special indulgences, not only in this matter but in the matter of the early closing by-law, and that the association seemed powerless before the orders of the chief. Other members pointed out warmly that the duty of the chief of police was to enforce the law, and not to grant exemptions.

President Filion remarked that the trouble was that the grocers were not sufficiently united, and that it could not be even determined exactly what were groceries. The executive will give this matter attention at once.



Capt. W. P. Malone, who is reported killed in a recent casualty list, came from Owen Sound, where he was employed by Taylor and Pringle Company there. He was first attached to the local regiment, but was transferred to the 15th Battalion with whom he went to the front.

* * *

P. E. Beland of the 22nd Battalion C.E.F., is reported as being seriously wounded on May 20, in hand, head and body. He is 22 years of age, and a son of Joseph Beland, of Quebec, P.Q. Pte. Beland was unmarried. Previous to his enlistment he was employed by the Ogilvie Flour Milling Co., of Montreal.

* * *

R. J. Osborne.—Pte. R. J. Osborne was wounded at Zilbecke. He is son of Pte. John Osborne, of the 126th Battalion. He was born in Till Cove, Newfoundland. Before enlisting he worked at the T. A. Lytle Co., Toronto. He was with the 36th Battalion, and transferred to the 18th. He went into the trenches in Februray.

* * *

Lieutenant William C. Ince, a son of Mr. William Ince of Perkins, Ince & Co., wholesale grocers, of Toronto, who is reported missing, was a member of the 35th Battalion, and went to the front with a draft from the machine gun section. Flight Lieut. Strachan Ince, who some time ago distinguished himself in an aerial battle in which he brought down his opponent, is a brother.

* * *

Frank Dunn, a life-long Hamiltonian, member of G. S. Dunn & Co., spice manufacturers, has enlisted as a private in the 173rd Hamilton Highlanders. Three of his brothers are already in the service, two of them lieutenants in the Canadian army and one a sailor in the Imperial navy. Mr. Dunn also has nine cousins and other relatives represented in the Empire's fighting forces. He is a son of G. S. Dunn, founder of the business, and a grandchild of the late W. G. Dunn, of Hamilton.

* * *

James Ralph, who has been in charge of J. R. Gordon's grocery department in Timmins, Ont., has joined the Army Medical Corps for overseas service. He was the third employee to enlist for overseas services last week from Gordon's store. Henry Gereaux and Leonard Charron enlisted earlier in the week with the Fusiliers. All three were presented with wrist watches on the eve of their departure by their employer.

UNIFORM TRAVELERS' HOLIDAYS

As already announced in Canadian Grocer, the wholesale grocers of Ontario have decided to give their travellers uniform holidays again this year between the 29th of July and 12th of August, inclusive. The territory includes West of, but not Toronto, as far north as but not including North Bay as far as and including Windsor. The wholesale grocers who have signed the agreement are as follows:

BERLIN—Randall & Roos, John Sloan & Co.
BRANTFORD—Geo. Foster & Sons, Ltd.; Geo. Watt & Sons, Ltd.
COLLINGWOOD—T. Long & Bros., Ltd.; Telfer Bros., Ltd.; C. Stephens Co., Ltd.
GUELPH—The Simpson Co.
HAMILTON—Balfour, Smye & Co.; Geo. E. Bristol & Co.; W. H. Gillard & Co.; MacPherson, Glassco & Co.; James Turner & Co., Ltd.; Lumsden Bros.
LONDON—Ed. Adams & Co., Ltd.; Elliott, Marr & Co., Ltd.; T. B. Escott & Co., Ltd.; Jno. Garvey & Sons; M. Masuret & Co.; A. M. Smith & Co.
NIAGARA FALLS—Marland Woolnough Co.
OWEN SOUND—McLaughlin & Sons Co., Ltd.; W. T. Harris Co., Ltd.
SARNIA—T. Kenny & Co., Ltd.
STRATFORD—The Stratford Wholesale Grocery Co., Ltd.
ST. CATHARINES—The W. H. Merriman Co.; John Ross, J. T. Festing.
ST. THOMAS—The Harding Co.
TORONTO—Armstrong & Paffard, Ltd.; Eby-Blain, Ltd.; Groceries, Ltd.; John Sloan & Co.; T. Kinnear & Co.; Medland Bros., Ltd.; Parsons, Brown & Co.; H. P. Eckardt & Co.; James Lumbers Co., Ltd.; F. W. Humphrey; Perkins, Ince & Co.; Warren Bros. & Co., Ltd.; Joseph Prager.
WINDSOR—Jas. F. Smythe & Co., Ltd.

SERVICE DEPARTMENT

The MacLean Publishing Co.,

Gentlemen,—Will you kindly give me the address of some Canadian firms manufacturing paper balers.

A. ————,
Yarmouth, N.S.

Editorial Note.—This information has been forwarded direct.

* * *

Canadian Grocer.—In market quotations on flour we note Ontario wheat flour quoted at $4. That is the 90 per cent. Now, we would like to know if this is the kind of flour mostly handled by the trade, and the names of some of the brands of this flour, and by whom sold. GAGNER BROS.

Paincourt, Ont.

Edit. Note.—This information has been supplied.

Cash In On Waste Paper Famine

Stock Dealers Paying as High as $15 Per Ton for Baled Paper in Canada—Merchants Should Combine to Ship a Carload—Advances in Prices Have Recently Been Made—A Grocer's Ideas on Shipping.

DO you realize that there is a famine in waste paper in Canada as well as in the United States, and that in throwing your waste paper into the furnace you are burning up something that is a very valuable asset to you as a grocer.

Waste paper is so scarce now on this continent that the United States Government have sent out 1,000,000 circulars urging people to save the waste paper. Waste paper is so valuable now and so scarce that the paper mills of the United States and of Canada are seriously considering what they will do if the supply becomes any less than it is at present.

Good Prices Paid Now

With a famine in sight, it is not surprising that the prices that waste paper dealers are paying are nearly double what they were a year ago. In some cases three times as much. We heard from several grocers last year, who stated that they could not get enough on waste paper to pay any more than the freight. This was at a period when there was a decided slump in waste paper, owing to the fact that the cardboard makers were running very short in their mills, and there was very little demand for waste. Conditions have changed since then; mills in most places are running day and night owing to the greatly increased demand, and a new factor has entered into the situation; the embargo on the export of waste paper from the United Kingdom. Heretofore a large quantity of waste paper has been sent out to the States and some in Canada, and now that this supply has been cut off and the stocks in hand are being rapidly used up, the scarcity has loomed before the mills and caused serious alarm.

As an example of the seriousness of this condition, and also a suggestion to grocers to take advantage of it to his own profit, it may be mentioned that the public school children of Hamilton, Ont., are taking to the schools every Monday bundles of rags and waste paper, and these are in turn carted to a central depot and are sold, the proceeds going to the Red Cross. The amount that is being raised in this way has now reached several hundred dollars per week. Arrangements are being made in other centres for collection of waste paper through school children and other means.

A GROCER'S VIEW

The high price of waste paper is attracting everybody these days and included in everybody, is the grocer. In view of the shortage of pulp on account of the war situation, waste paper is very valuable, and should not be discarded as in the days when it was much more plentiful.

Canadian Grocer recently got in touch with J. A. Gillett, a grocer in Aylmer, Ont., in regard to baling waste paper. Mr. Gillett gives some splendid information which will be of value to others. He points out in the first place, that it is advisable for different dealers to get together when shipping waste paper so that a carload can be attended to at one time. Quoting from his letter to Canadian Grocer, he says:

"It is not at all profitable to make shipment in less than car lots, which, of course, takes considerable time to collect in the ordinary way by one ordinary store.

"Therefore it was essential that the writer should get others interested in saving their paper, too, which has been done, so that our combined savings will soon make up a carload. The latest quotation offers us $11.00 per ton in car lots and $7.40 in less than car loads f.o.b. Aylmer, which indicates the desirability of shipping in quantities. Might further state that these prices are greatly in advance of quotations received three months ago, and it would seem that these prices must further advance, if there is any thing in the reports of extreme shortage of pulpwood. I would also state that the above prices are for ordinary clean scrap paper, better prices being obtainable for finer classes of paper, such as magazines, etc., when baled separately.

Paying As High As $15 a Ton

One of the largest waste paper dealers in Canada, in discussing the situation with Canadian Grocer, stated that they are now paying 40c a hundred, or $8 a ton, for the unbaled, f.o.b. Toronto 55c, and about $15 per ton for the baled paper, f.o.b. shipping point. This firm advises merchants to get in waste paper balers and take advantage of the scarcity and the high prices now paid. They report that a good many are doing so, and that a great many more—in fact, nearly every person in the country—will find it profitable to follow this example. There are a great many tons of waste paper to be gathered up in bales and sold each year, and the initial cost of the baler should be paid for long befor the year is out.

Some grocers have told us of the difficulty they have had in not being able to secure a large enough supply of waste paper to ship a car load, and the freight rate for a smaller quantity has been so high that they could get very little for their waste paper. Canadian Grocer mentioned this to the waste paper dealer.

Better to Bale It

"That is a difficulty, undoubtedly," was the reply. "The freight rates for waste paper in less than car load lots are more than double those for car load lots, that is for about a 12-ton quantity. We find, however, that a number of merchants are going together in this, in a town and making up a car load and shipping it at a comparatively low rate. On all paper—that is, the ordinary waste of a store, we allow about $14 per ton. In shipping in bags—that is, shipping the loose paper—the freight rate is much more than for baled paper; in fact, almost double.

Join Together for Carload Rate

"We have received carload lots from as small a place as Lucan, Ont., and there are very few of the larger towns and smaller cities that could not arrange to send a carload lot at a very low rate. We look to this idea of the general collection of waste paper, both from the merchants themselves and for patriotic purposes by some local society, to develop tremendously during the next few months, because the price for waste paper under present conditions is likely to continue very high for some time to come.

"To what extent do you allow dust in the baled packages?"

"We overlook a small percentage of dust. That is often unavoidable, but, of course, it must be remembered that dust is not paper, and we are in no sense what might be called a garbage organization here. Care must be taken not to get the ordinary sweepings, ordinary dust, or excelsior or floor compounds that are used, mixed up with the paper, because this makes it less valuable to the mills. But with ordinary care the paper that is gathered up in a grocery store should be worth the full value of $15 a ton when baled."



FRUIT AND VEGETABLES



Warm Weather Lowers Fruit Levels

Declines in Head and Leaf Lettuce—New Carrots—Cantaloupes, Melons and Peaches Down—Tomatoes in Good Demand—All Oranges Are Advancing.

MONTREAL

FRUIT.—California fruits continue to come forward with greater freedom as the season progresses with new lines coming forward and reductions occurring in those already established. Canteloupes have appeared on the market at $7.50 per crate and lemons are stronger at from $4.50 to $5 a crate. Best quality oranges are bringing $4.75 a crate and Maryland and Delaware strawberries have replaced other varieties on market and are offered at from 13c to 14c a box. Bananas are unchanged at from $2 to $2.25 and grapefruit is unchanged.

Apricots, 4 basket crate	....	3 00
Apples—		
Ben Davis, No. 1	....	3 50
Ben Davis, No. 2	....	3 00
Baldwins	4 00	4 25
Bananas, bunches	....	2 25
Cantaloupes, per crate	....	7 50
Cherries	2 50	3 00
Grapefruit, 46-54-64-80-96	3 50	4 00
Lemons—		
California	....	2 75
Verdellis	....	2 75
Messina, 300 size, box	4 50	5 00
Oranges—		
Valencias, late	....	4 75
Jamaica, 196-200-216	....	2 50
Porto Rico, 126-150-250-288	....	2 50
Plums, 4 basket crate	....	3 50
Peaches	....	3 50
Pineapples, 18-24 and 30-36	2 00	2 50
Strawberries, Maryland, box	0 13	0 14
Strawberries, Delaware, box	0 13	0 14
Limes, per box	....	1 50

VEGETABLES.—With increased supplies coming forward with greater frequency, the prices of fresh vegetables continues to decline in some cases but generally speaking most lines that have been held back by the weather conditions are high with firmness well maintained. Beets are unchanged and quiet with new stuff so inconsiderable a factor on market yet that demand is not heavy. Both wax and green beans are easier as a result of increased supplies and are now offered at $3.25 per basket. Trade is now depending largely on Norfolk cabbage at $2.75 per bbl., as St. Louis and Florida supplies are pretty well exhausted. Cauliflower is high, firm and unchanged: cucumbers have declined 75c and are now $3.25 per hamper. New carrots are down to 35c to 50c per dozen bunches and basket stuff is coming forward at from $1.75 to $2 each. Potatoes show firmness as a whole although Carolinas are down to $6.50, but bulk of trade passing is still in old potatoes which are now $2 in case of Montreal variety with firmness well maintained. Egg plant is unchanged in price and scarce. Lettuce prices are unchanged and supplies plentiful with cheaper prices predicted after this week.. Onions are unchanged and firm with ample supplies on hand and coming forward for requirements. Tomatoes in flat boxes are down to $1.50 to $1.75 per box, but complaints are heard of quality of goods offered in this line.

Beets, bag	....	1 50
Beets, new, per doz. bchs.	....	1 50
Beans, wax, N.Y., per basket	....	3 25
Beans, green, N.Y., per basket	....	3 25
Cabbage, Norfolk, bbl.	....	2 75
Carrots, bag	0 50	0 75
Carrots, new, per doz. bchs.	0 30	0 50
Carrots, new, per basket	1 75	2 00
Cauliflower, crate, single, doz. heads	....	3 50
Cauliflower, 18 to hamper	1 00	1 50
Celery, green top	2 75	3 00
Celery, Wasb., per doz.	....	1 25
Cucumbers, fancy, Boston, doz.	1 50	1 75
Cucumbers, hamper	....	3 25
Egg plant, N.Y., doz.	....	1 75
Endive Can., per lb.	....	0 25
Garlic	....	0 30
Horse radish, per lb.	....	0 15
Leeks, bunch	....	0 10
Head lettuce, Boston, box	....	2 50
Head lettuce, Montreal, per 2 doz. box	....	1 25
Curly lettuce, doz.	....	0 40
Mint, doz.	....	0 60
Musbrooms, 4-lb. basket	2 00	2 50
Oyster plant, doz.	....	0 60
Onions—		
Montreal, 100 lbs., bag	....	4 50
Silver, per 50 lb. crate	....	2 75
Red, per 100 lb. sack	....	5 00
Texas Bermuda, per crate	....	2 25
Parsnip, bag	....	1 00
Parsley, Bermuda	....	0 75
Parsley, Montreal, per doz.	....	0 40
Peas, per 25-lb. hamper	....	3 00
Potatoes—		
So. Carolina	....	7 00
New, per bbl.	....	6 50
Montreal, Red, 80 lbs., bag	1 75	2 00
New Brunswick, 80 lbs., bag	....	1 90
Green Mt.	....	2 00
Sweet, hamper	1 75	2 00
Radisbes, per doz.	....	0 10
Rhubarb, per doz.	0 25	0 30
Spinach, New York, bbl.	....	3 00
Shalots, Mtl., per doz. bchs.	....	0 60
Turnips, bag	....	1 00
Turnips, bag, Quebec	....	1 25
Tomatoes, hotbouse, lb.	0 25	0 30
Tomatoes, Florida, 6 basket crate	4 25	5 00
Tomatoes, Missouri, flat	....	1 50
Watercress, Boston, hotbouse, doz.	....	0 75
Watercress, Canadian, doz.	....	0 30

TORONTO

FRUIT.—Only apples now selling are wine cups, and these bring $2.50 to $3. There is a limited demand. A car of navel oranges came in recently, and sold up to $4.50. Late Valencias fetched a quarter more than that on limited supplies. Bananas are rather more plentiful again and sold down to $2.50. Small go at $1.75. Peaches are getting down in price as supplies increase. Cantaloupes decline apace, standards bringing $6.50 and ponies $5.50. $2.25 a case is price of flats. Strawberries, of which there were two cars in already this week, sell at from 13 to 17 cents a case. Pineapples are on the upgrade again. Supplies are scarce and a consistently strong demand is to be noticed for them. Home produce is coming more to the fore, though the best lines of fruit as yet are coming from California, that is generally speaking. Trade is healthy with no special feature.

Apples, Wine Saps	2 50	3 00
Apricots, 4 bus.	2 25	2 50
Bananas, bunch	1 75	2 50
Cantaloupes, stds.	....	6 50
Cherries, Cal., box	2 75	3 00
Dates, lb. box	....	0 08
Grapefruit—		
Cuban, case	3 50	4 00
Florida, case	....	4 50
Oranges—		
Navels	4 25	4 50
Late Valencias, case	....	4 75
Peaches, case	2 00	2 25
Plums, 4 baskets	2 75	2 90
Lemons, new, Messina, box	....	3 50
Limes, per 100	....	1 50
Pineapples, Porto Rico	2 75	3 50
Strawberries	0 13	0 17
Watermelons	0 75	0 90

VEGETABLES.—There are changes aplenty in this market this week, most of them reflecting the downward trend caused by heavier stocks coming as the season advances. Asparagus selling now by the 11-quart basket goes for $2 and $2.25, with healthy demand. All sorts of cars of tomatoes were in this week. 25c a lb. is average price for home-grown. Quality is excellent. Home stuff is beating out imported just now. Mississipi flats are popular, however. Potatoes, that is old potatoes, are firm and advancing and $1.90 and even more is being paid for Ontarios. Delawares sell up to $2.15. New potatoes are worth $6.50 to $7, finding ready markets at those levels. Spinach is down to 75c a hamper. Hothouse cucumbers are higher, reflecting heavy demand. Canadian beets are worth 40 to 50c. Both leaf and head lettuce are lower as products become more abundant.

Asparagus, 11 qts.	2 00	2 25
Cabbage, new, case	2 50	3 00
Beets, Canadian, bag	0 40	0 50

(Continued on page 44.)



FISH AND OYSTERS



River Fish More Plentiful

Better Stocks of Eels Coming and a Lower Price Resulting—Report of Light Pack of Lobsters—Halibut Somewhat Scarce at the Moment—Eastern Salmon Coming Much Better.

MONTREAL

FISH.—A low range of values and a fairly active demand continues to characterize local fish market although feeling is much improved by outlook for increased sales as a result of the three fast days in this week for a large part of the Montreal public. Visible supplies are sufficient for extra needs but firmness has resulted in some cases as in the case of halibut which is higher. Large stocks of Gaspe salmon are arriving as might be expected at this season of the year and quality is good and prices uniformly low. Brook trout and lake fish of all kinds are not over plentiful and selling at fair prices in consequence. Lateness of season and stormy weather continue to be chief factors in interfering with supplies of lake fish. River fish are more plentiful than last week and selling very low in some lines particularly in case of eels which are 6c per lb. Lobsters are still high but show signs of having reached limit of advances. Report is of lightest pack in years in Nova Scotia but feeling on whole is easier as result of embargo on all lobsters into France and new pack is expected to be lower in price. Smoked, pickled, salt and prepared lines are very quiet although a few lines are beginning to show greater activity. Canned fish lines are in better demand with advent of camping and outing season. Salmon orders are reported as coming in good quantity at same price as last year for new pack but demand is not yet at its best.

TORONTO

FISH AND OYSTERS.—Eastern salmon, hitherto a somewhat slow line, is coming in better now, and there is a first-class welcome for it. Quality is good and we quote around 14 cents; some sells for less than that. Mackerel is also much more plentiful, and price of that is getting down to a normal seasonable level of around 40 cents. All lake stuff is coming better now. There has been a good lot of trout right from the first, but whitefish, hitherto a slow comer, is more abundant. Trout sells freely for 12 cents. Whitefish has come down to 14c. New York buying has been eliminated to some extent, either that or socks of this fish are more plentiful at the lakes. Lobster in this market is steady, maintaining price of recent quoting. Supplies are not heavy, however, while demand is good. There looks to be a slight scarcity in supplies of halibut, western stuff being slow at the moment. We quote 14c, and firm at that. Fish business is distinctly good. Warm days this week have had appreciable effect on demand and fish men report good trade, better than usual.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.08	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.09	.10½
Haddies, fillets, per lb.	.12	.10
Herring, Ciscoes, baskets	1.25	1.50
St. John bloaters, 100 in box	1.20	1.25
St. John bloaters, per box of 60	1.00	1.00
Smoked herrings, medium, box	.15	.15
Smoked herrings, medium, box	.16	.15
Smoked boneless herrings, 10-lb. box	1.30	1.40
Kippered herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.16	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

Salmon—	Montreal	Toronto
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.11	.11
Red Cohoes, dressed, lb.	.12	.11
Pale qualla, dressed, per lb.	.10	.11
Halibut, white western, large and medium, per lb.	.13	.13
Halibut, eastern, chicken, per lb.	.12	.12
Mackerel, bloater, per lb.	.09-.10	.10
Haddock, medium and large, lb.	.05	.10
Market codfish, per lb.	.04	.08
Steak codfish, per lb.	.06	.10
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-.16	.18
Smelts	.12	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.50	3.25
Round pike	.07	...
Grass pike, dressed	.07	....

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 60
Dried hake, medium and large, 100 lbs.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case	7 00	7 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20 lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20 lb. boxes	0 10	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	0 15 1 80	0 15 1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal.	1 50	2 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	2 00	....
Best scollops, imp. gallon	2 25	3 50
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 00	....
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best, select, quart cans, each	0 50	0 75
Rockaways, 100	....	1 50
Blue points, small	....	1 00
Blue points, large	....	1 60

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per bbl.	12 00	....
Canadian cultivated oysters, bbl.	9 00	10 00
Clams, per bbl.	6 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, per lb.	0 20	0 40
Little necks, per 100	1 25	1 50
Medium clams, per 100	....	1 25

FRESH SEA FISH

	Montreal	Toronto
Halibut	14 —15	14
Haddock, fancy, express, lb.	5 — 6	7
Mackerel, medium, each	20	40
Steak, cod, fancy, express, lb.	6	8
Herrings, each	2	2
Flounders	6	9
Flounders, New York	9	12
Salmon, Western	16 —17	20 —25
Salmon, Gaspe	13	14

FRESH LAKE FISH

Carp, lb.	0 06	....
Pike, lb.	0 08	0 07
Perch	0 04	0 07
Suckers, lb.	0 05	0 10
Whitefish, lb.	0 12	0 14
Lake Erie whitefish	....	0 27
Herrings, each	0 02	0 02
Gaspereaux, each	0 02½	0 03
Lake trout	0 12	0 12
Eels, lb.	0 08	0 08
Dore	11-12	0 13

FROZE LAKE AND RIVER

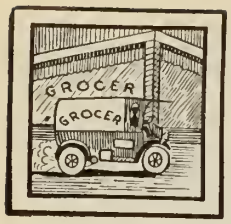
Whitefish, large, per lb.	.09-.09½	.09-.10
Whitefish, small tulibees	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress or round, lb.	.08½-.09	.09-.13
Pike, dressed and headless, lb.	.07-.07½	.07
Pike, round, per lb.	.06½-.07	.06-.07

WINNIPEG

FISH AND POULTRY.—There is little to say about fish market this week beyond fact that fresh Lake Winnipeg white fish has arrived, and opened at 9½c. Fresh salmon is inclined to be firm at 18c. Fresh finnan haddie is offered at 12c. Other lines are much the same as last week. Poultry is still very scarce, and bringing higher prices.

Fish—		
Fresh salmon	....	0 18
Fresh halibut	....	0 11
Fresh whitefish	....	0 10
Steak, cod, per lb.	....	0 08
Lake Winnipeg whitefish	....	0 09½
Fresh finnan haddie	....	0 12
Kippers, per box	....	2 00
Fresh lake trout, per lb.	....	0 12
Bloaters, per box	....	2 00
Salt mackered, 20-lb. kit	....	3 00
Smoked gold-eyes, doz.	....	0 50
Poultry, Live—		
Fowl	0 17	0 18
Poultry, Dressed—		
Ducks, No. 1	....	0 24
Geese, No. 1	....	0 26
Fowl, No. 1	....	0 24
Turkeys, No. 1	0 35	0 37

The Central Macaroni Works of Buffalo, has purchased six acres of land in the Lewis estate, at Bridgeburg, Ont., and will shortly commence the construction of a large factory for the manufacture of macaroni.



FLOUR AND CEREALS



Flour Export Demand Sags

Condition Partially Sympathetic to Wheat—Decline of Market in Major Feeds — Good Feed Flour Off Five Cents in Toronto—Cereals Have Hand to Mouth Demand Only.

MONTREAL

FLOUR.—Prices remain unchanged, although there has been a slight strengthening of flour market as result of fluctuations in wheat market which have created a higher general average of values for this week than the one preceding; an advance of 4c per bushel having occurred in one instance as a result of reports of a very much smaller crop which have materially strengthened feeling of market. Large stocks are still on hand, but said to be not in sufficient quantity to offset reduced acreage and firm undertone to market is feature of week. A normal trade continues to occur in small lots and on old orders largely as demand has been curtailed by condition of wheat market, and a lessened export trade.

Winter wheat lines continue to show dulness with hand to mouth buying and nominal prices on same basis as those ruling for some time past although some activity threatened to develop during week but market later lapsed into chronic condition of quietness.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	6 80
Second patents	6 30
Strong bakers	6 10

Winter Wheat Flour—	Car lots	Small lots
Fancy patents	5 85	6 10
90 per cent. in wood	5 60	6 80
90 per cent. in bags	2 70	2 75

CEREALS.—Prices remain unchanged as do general features of market, although oat market is up $\frac{3}{4}$c, and has aided feeling in rolled oats on basis of an added raw cost of 7c per bbl., as compared with a week ago so that manufacturers in some cases are showing greater firmness in maintaining prices. Export trade continues to be backbone of market with very little being done locally although an active trade is reported from the Maritime Provinces.

Cornmeal—	Per 98-lb. sack
Gold dust	2 50
Rolled Oats—	90's in jute.
Small lots	2 75
25 bags or more	2 60
Packages, case	3 90 4 00
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90's, in jute.	

Rolled Wheat—	100-lb.	bbls.
Hominy, per 98-lb. sack		4 00
Hominy, per 98-lb sack		2 75
Corn flour, bag		2 50
Rye flour, bag	2 65	2 80
Barley, pot		3 00
Barley, pearl, lb.		0 04½

FEEDS.—The easier feeling reported last week in feed lines continues to be feature of market, although no further actual price changes have occurred some uncertainty as to a firm level of prices is evident following the sharp let up in demand for local use and this uncertainty is further added to by unfavorable crop reports which tend to offset lack of demand. Bran is only line that shows excessive surplus and American demand is absorbing over supply in all lines at reduced prices.

Mill Feeds—	Per ton
Bran	22 00
Shorts	25 00
Middlings	28 00
Wheat moulee	32 00
Feed flour, bag	33 00
Mixed chop, ton	32 00
Crushed oats, ton	34 00
Oats, chop, ton	34 00
Barley, chop, ton	32 00
Feed oats, Manitoba, bush.	0 57
Feed wheat, bag	1 90

TORONTO

FLOUR.—No. 1 Northern wheat, track bay ports, is still $1.16, the same as a week ago. On the other hand there have been fluctuations during the week and values have alternately advanced and declined. There was a distinct slump over the week-end. Trade in wheat is slow. It is a sick and unsettled market. Old country situation is simply that they have thirty million bushels or so held by the Government. This is a sort of sword of Damocles over the market. Export trade is quiet. Domestic is only fair to middling.

This is reflected in the flour market. Nothing much is doing in export, for the same reason as above; would-be buyers have good stocks. Domestic demand is also slow this week. There is no appreciable change in prices. Winter wheat lines are showing a little activity but price is down from recent level. We quote $4.30.

Manitoba Wheat Flour—	Small lots, per bbl.	Car lots. of 2 bags
First patents	6 90	6 70
Second patents	6 40	6 20
Strong bakers	6 20	5 80
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	4 30	4 20

CEREALS.—Most lines are sharing in the general easiness apparent in grain markets. Rolled oats shows little strength, though Ontario oats are somewhat advanced. There is no price change. Demand for cereals is hand to mouth, from top to foot of list. There is still good business in split peas at ruling levels.

Barley, pearl, 98 lbs.	4 20	4 40
Buckwheat grits, 98 lbs.	....	4 60
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.	....	2 60
Graham flour, 98 lbs.	....	2 75
Hominy, granulated, 98 lbs.	....	3 00
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, standard, 98 lbs.	....	2 76
Oatmeal, granulated, 98 lbs.	....	2 76
Peas, Canadian, boiling, bush.	....	3 60
Peas, split, 98 lbs.	....	4 85
Rolled oats, 90-lb. bags	....	2 65
Rolled wheat, 100-lb. bags	....	3 25
Rye flour, 98 lbs.	....	2 80
Whole wheat flour, 98 lbs.	....	3 00
Wheatlets, 98 lbs.	....	3 30

FEEDS.—Declines are apparent in both bran and shorts of a dollar apiece. Business is hand to mouth only. Feed flour is also off about a nickel a bag, with scattered demand and small at that. Ontario oats were up half a cent on local exchange early part of week, with no substantial reason, however. Unfavorable crop reports are, to a certain extent balancing against slow call.

Mill Feeds—	Mixed cars per ton
Bran	22 00
Shorts	24 00
Special, middlings	26 00
Feed flour, per bag	1 65 1 70
Oats—	
No. 3, Ontario, outside points	0 48 0 49

FLOUR AND CEREALS.—The price per barrel on first patents remains at $6.60, which figure has been quoted for several weeks now. There are no indications of price changes in near future. The wheat market is almost stagnant, although it was a trifle higher last week-end than previous week. Nobody attempts to look ahead to see what is going to happen. The naval battle in the North Sea had practically no effect on the market whatever. Export and domestic demand for flour is exceedingly quiet. Rolled oats and other cereals are quiet both East and West. The only change is in feeds, which have declined.

Flour—		
Best patents		6 60
Bakers		6 10
Clears		5 40
XXXX.		4 40
Cereals—		
Rolled oats, 80 lbs.	2 25	2 30
Rolled oats, pkgs., family size		3 75
Wheat flakes, case		3 75
Oatmeal, standard and gran., 98 lbs.		2 75
Cornmeal, 98 lbs.		2 45
Feeds—		
Bran, ton		18 00
Shorts, ton	19 00	20 00
Middlings, ton	19 00	20 00
Mixed chop, ton		28 00

DO YOU SELL TILLSON'S?



CANADIAN CEREAL AND FLOUR MILLS CO., LIMITED, TORONTO

Making Good on Cooked Meats

Couple With Display the Personal Appeal—Improve the Shining Hour With Every Customer—Right and Wrong Selling Prices—Making This Excellent Summer Line Really Profitable.

Written for Canadian Grocer by A. H. Harvey.

DOG days are coming, and this is the ideal time for the grocer to cash in on trade in cooked meats. It is often argued and with a good deal of substantial reason, that the average retailer does not make enough of the few moments he has with each customer, by advancing arguments why she or he should buy more than they came into the store to buy. This is true of cooked meats and the opportunity which presents itself for their sale.

Do you ever figure that when you get a woman in your store with her market basket and her purse that you have a potential right in that particular woman for making money? You have. She comes in, let us agree, for a pound of butter, or a pound of anything. You sell her that pound of something or other. Do you let her go out of your store with, at the best, a gentle "Anything else?" If you do, you give her and anyone else the right to suppose that you are in business for your health. Yet most assuredly you are not. You flatter yourself you are one of the live ones. Good. Do you demonstrate the fact to yourself every time a person enters your door?

Time and the Chance

Supposing this fictitious personage we are talking about is through buying her pound of something. Why not start right in, as you are cutting and weighing the butter with something like this:

"Weather's getting very warm?"

The lady will agree.

"Don't you find cooking a nuisance these days?"

The lady will be sure to say "Yes." She might even say with positiveness, "You bet."

"Well," say you, "Did you ever figure you can save yourself part of that nuisance of hot weather cooking?"

Then you have her curiosity aroused. When you've got a woman's curiosity you can get anything else, in reason, and certainly you're halfway to her purse.

She says immediately, "How?"

If you're diplomatic you have been leading up to this question and have had the foresight to have some dainty and fresh-looking meats right there in a refrigerator, in front of her. Either that or on the counter.

You point to the counter. "That cooked ham is pretty nice, isn't it?"

The lady looks at the cooked ham. "Hm," she says to herself, meditatively. She sees in a moment the trying time she will have over her stove in the hot weather, the fussing around preparing the joint, the opening and closing of the oven door, the time spent in overseeing the process of getting a joint ready for the table. She visualizes this in her mind's eye.

Then you come in. "Thirty-eight cents," you say, "and very nice cooked ham at that."

And ten chances to one you sell her cooked ham, or cooked meat of some sort, whatever you are talking about. It isn't, you argue, always as easy as that. Granted. Nobody supposes that success in the grocery business is as easy to obtain as falling off a roof backwards. Nevertheless you can often improve the moment like this. And if it only works once a day you are that much to the good.

The Old Story

All this is inter-related, of course, to display. It is the old story; good display is half the way to success in the retail business. Well, have the cooked meats featured in these hot weather days then. Nothing can be made more tempting, nothing can appeal more to the eye than fresh and well presented cooked meat. Have your cooked meats on your counter nearest the door if you can. Or have a special table which the customer will see as soon as she comes in. Prepare a window a couple of times a week with provisions. Read Canadian Grocer's card-writing course and prepare attractive cards setting forth the merits of cooked meats. These methods, adapted to your own particular store and circumstances, will make money for you.

Do Some Figuring

There is another equally important point, and that is to set a price which shall ensure a fair profit. Too often the retailer is apt to spend less time on this than he should. Some grocers are perennially robbing themselves simply because they fail to do a little figuring. They don't bother to take pencil and paper and see how they should price their goods. Now if tongue to-day costs you five cents more than a year ago, is it enough simply to add the number of cents to your buying price that you did when tongue cost you five cents less, and call it your selling price? It is not. If you do you are earning less percentage of profit now than you used to. Suppose tongue cost thirty cents a year ago and costs thirty-five to-day, and suppose you added five cents a year ago and you add the same five cents to-day you are losing money now, compared to a year ago. Why? Simply because your buying price is higher. Therefore your selling price must not only be actually higher than it was a year ago; it must also be proportionately higher. Five cents on thirty-five cents is more than five cents on forty. Spend time each day, then, and figure exactly what your selling price should be. Do it each day: do it every day, on lines where the market price is a changeable quantity.

Very often merchants complain there is no money in this line or that. Obviously not, if wrong methods of figuring such as have been indicated are employed. But figure properly, and sell properly and profit follows.

Set yourself out, then, to make this the best summer ever so far as your trade in cooked meats is concerned. First cash in on the customer's presence in your store. Remember that to supply an article demanded is not salesmanship: selling is to get the customer to buy something she never thought of buying. And figure your price properly. Be just to yourself. Thirdly, have good display methods. Fourthly—you know what's coming—advertise!

OTTAWA GROCERS PREPARE FOR FOOD SHOW

The Ottawa Grocers' Association are again planning for a big Pure Food Show in connection with the Ottawa Exhibition in the fall. Last year, it will be remembered, the Ottawa Association put on a food show for the first time and made a distinct success of it. This year they are going into it more elaborately than last and have already started work on it. From information received prospects look exceedingly good for this year's display. The committee in charge of this year's Food Show is as Follows: F. Burgess, secretary-treasurer; T. Bowman, A. S. Moreland, A. G. Johnson, John Bambrick, Kennedy & Co., Crabtree, Limited, R. E. Powell, W. Cunningham, Limited, R. McGregor, Limited, Alex. Phillips, Major & Hurteau, R. H. Beck, Bryan, Graham, Ltd., Duncan Bell & Co., I. H. May. The honorary committee consists of the following: H. N. Bate & Sons, F. J. Castle Co., Provost & Allard, S. J. Major, Ltd., E. M. Lerner & Sons.



PRODUCE AND PROVISIONS



Cheese Higher: Butter Easier

English and Canadian Markets Alike Seem to Be Making for Lower Butter Levels — Cheese Firming Up and Advancing—Shortage of Rennet a Factor—A Debatable Egg Situation Across Border—Demand for Broilers and Old Fowl.

MONTREAL

PROVISIONS.—Feature of market this week in view of increasing number of changes from week to week is absence of any during past week in provision lines. These maintain their firmness on a quiet, steady market in which consuming demand is said to have been somewhat restricted by general high level of prices although packing trade does not yet appear to have felt same and a fairly active trade is reported by them. This is especially in country business which although not large is marked by steadiness. Supplies are coming forward in good quantity and quality with latter steadily improving. Lard prices are fully maintained under a good demand that has materially strengthened this line following easier feeling of last week. Smoked and cured lines are unchanged with a good demand from both local and country points following advent of the summer season.

Hams—		
Small, per lb.	0 22	0 24
Medium, per lb.	0 21	0 23½
Large, per lb.		0 22
Backs—		
Plain, bone in		0 24
Boneless		0 29
Peameal		0 29
Bacon—		
Breakfast, per lb.		0 26
Roll		0 18
Shoulders, bone in		0 16
Shoulders, boneless		0 17
Cooked Meats—		
Hams, boiled, per lb.		0 34
Hams, roast, per lb.		0 35
Shoulders, boiled	0 26	0 27
Shoulders, roasted		0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.		0 15½
Long clear bacon, 80-100 lbs.		0 14½
Flanks, bone in, not smoked		0 15½
Barrelled Pork—	Per bbl.	
Heavy short cut mess		30 00
Heavy short cut clear		32 00
Clear fat backs		33 00
Clear pork		33 00
Lard, Pure—		
Tierces, 350 lbs., net		0 17
Tubs, 50 lbs. net		0 17¼
Tins, 50 lbs. net		0 17¼
Pails, wood, 20 lbs. net		0 17½
Pails, tin, 20 lbs., gross		0 17
Cases, 10 lbs. tins, 60 in case		0 17¾
Cases, 3 and 5-lb. tins, 60 in case		0 18¾
Bricks, 1 lb. each		0 19¼
Lard, Compound—		
Tierces, 375 lbs. net		0 14¾
Tubs, 50 lbs. net		0 15
Tins, 50 lbs. net		0 15
Pails, wood, 20 lbs., net		0 15¼
Pails, tin, 20 lbs. net		0 15½
Cases, 10-lb. tins, 60 in case		0 16¼
Cases, 3 and 5-lb. tins, 60 in case		0 16
Bricks, 1 lb. each		0 17
Hogs—		
Dressed, abattoir killed, cwt.		16 25

BUTTER.—Prices are unchanged but an easier feeling is evident in butter market following recent declines in cheese market which upset both, although the latter has since partially recovered. Offerings generally at country boards during week brought reduced prices and further concessions due to lack of an active demand are not impossible. Receipts since May 1 show decrease of 10,000 packages as compared with last year. Shortage of rennet is beginning to appear more strongly in market as possible factor in affecting price of butter if cheese makers are forced to divert their plants to butter-making through lack of rennet supplies.

Butter—	
Finest creamery, fresh made	0 31
Dairy prints	0 26
Dairy, solids	0 25
Separator prints	0 26
Bakers	0 23

CHEESE.—Market has firmed up again and although general advances have not been made a generally higher level of prices has been established and 1915 make is now offered at 22c. Considerable uncertainty existed during week and trading was marked by dulness in latter part as prices attained a higher level at country boards. Export demand is only fair and the rennet shortage is beginning to assume new importance on all sides as the possibility of it causing the shutting down of factories becomes more evident.

Cheese—	
1915 make	0 20
Stilton	0 22
1916 make	0 18

EGGS.—Prices are firming up with number ones at 26c and extras at 28c. Receipts continue fairly free with price at country stores advancing and now at from 23c to 24c, and with more eggs coming forward than can be sold, although not in as large quantity as usual lately, so that operators are storing a little later than usual this year and general tone is one of great firmness. Exports continue to be made but consist mostly of through shipments from the States.

Eggs, case lots—	
No. 1's	0 26
Extras	0 28

POULTRY.—Poultry prices remain unchanged, firm and quiet, although this last condition is blamed more on shortage of supplies than any lack of demand which continues to be beyond capacity of dealers to supply. Frozen chicken are practically cleaned up and 5 lb. stock or over is all that is left on hand. Live poultry remain about the same with limited quantity coming forward.

Poultry—		
Frozen Stock—		
Turkeys	0 29	0 31
Fowl, large	0 23	0 24
Fowl, small	0 23	0 24
Ducks		0 20
Geese	0 17	0 18
Roasting chicken, milkfed, 5 lbs. or over		0 28
Roasting chickens, ordinary		0 22
Squabs, Canadian, pair		0 50
Squabs, Philadelphia, pair		0 70
Pigeons, pair	0 25	0 30
Fresh Stock, Dressed—		
Fowls, large, per lb.		0 25
Fowls, small, per lb.		0 23
Turkeys, Tom, per lb.	0 26	0 27
Turkeys, Hen, per lb.	0 28	0 30
Broilers, per pair	1 25	1 40
Live Stock—		
Fowl, 5lbs. and vore	0 22	0 23
Fowl, small	0 20	0 21
Turkeys	0 22	0 23
Ducks	0 25	0 27
Geese	0 13	0 15
Chicken	0 15	0 18

HONEY.—Shortage of supplies is beginning to be felt as result of steady local demand and some shipments to outside points so that market is expected to be pretty well cleaned up by time new crop appears. Prices and other factors of importance remain unchanged.

Honey—	
Buckwheat, tins	0 09½
Strained clover, 60-lb. tins	0 12
Strained clover, in 10-lb. tins	0 12½
Strained clover, in 5-lb tins	0 12½
Comb honey, white clover, per section	0 16
Comb honey, buckwheat, per section	0 13

MAPLE SYRUP.—Prices remain unchanged and well maintained on a quiet, steady market. Townships sugar is pretty well cleaned up, but ample supplies of Beauce sugar remains on hand, and a good demand continues locally although export trade has been hampered by retention of U.S. duty.

Maple Sugar—		
In blocks, bright, per lb.	0 14	0 15
In blocks, dark, per lb.	0 10	0 12
In tubs, per lb.	0 09	0 10
Maple Syrup—		
In 8½ lb. tins, each	0 90	1 00
In 13¾ lb. tins, each	1 40	1 50

TORONTO

PROVISIONS.—There have been some declines this week consequent upon slight reduction in hog prices. Hence

light hams are reduced a cent. So are heavy. Breakfast bacon is easier and lower on low margin though 29 cents is still high level. As to hogs stocks are now coming forward more plentifully, and demand takes care of increased supplies. Lard levels are unchanged and remain firm at last week's quoting.

Hams—		
Light, per lb.	0 23	0 24
Medium, per lb.	0 22	0 23
Large, per lb.	0 21	0 22
Backs—		
Bacon—		
Plain	0 27	0 28
Boneless, per lb.	0 28	0 29
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 25	0 29
Roll, per lb.	0 20	0 21
Shoulders, per lb.	0 20	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 16	0 17
Cooked Meats—		
Hams, boiled, per lb.	0 33	0 34
Hams, roast, per lb.	0 33	0 34
Shoulders, boiled, per lb.	0 28	0 29
Shoulders, roast, per lb.	0 28	0 29
Barrelled Pork—		
Heavy mess pork, per bbl.	30 00	31 00
Short cut, per bbl.	32 00	33 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17¼
Tubs, 60 lbs.	0 17¼	0 17½
Pails	0 17¾	0 18
Bricks, 1 lb., per lb.	0 18¾	0 19
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 14	0 14¼
Tubs, 50 lbs., per lb.	0 14¼	0 14½
Pails, 20 lbs., per lb.	0 14½	0 14¾
Bricks, 1 lb., per lb.	0 15½	0 15¾
Hogs—		
Live	11 00	11 50
Dressed, abattoir killed	14 00	14 50

BUTTER.—Make of butter keeps up fairly well, but the demand is overrunning it at the moment. Creamery prices are unchanged but maintain strength well. 29 to 31 is price to trade while at factories price is 27 to 27½; this is slightly down from recent price. Choice dairies are going to trade at 26 to 29 and 24 cents seems to be country store price. It looks as though butter will decline soon, however, as old country market is a full cent off, and Montreal reports an easier feeling evident. Export has been largely instrumental in keeping butter levels high thus far.

Creamery prints, lb.	0 29	0 31
Creamery, solids	0 28	0 29
Dairy prints, choice, lb.	0 26	0 29
Dairy prints, lb.	0 25	0 26
Bakers	0 23	0 25

CHEESE.—Most levels are up, new large advancing a cent and September cheese something less. Quotations to the trade are partially a reflection of enhanced price paid on Toronto Produce Exchange where round lots fetched 17 and 17¼. Old cheese is very firm, but there isn't much around. Demand is consistently good. Old country demand showed a sudden better turn again and export goes merrily on.

Cheese—		
New, large, per lb.	0 19	0 20
New, twins, per lb.	0 19¼	0 20¼
Sept., large, per lb.	....	0 22
Sept., twins, per lb.	....	0 22¼
Sept., triplets, per lb.	....	0 22½

EGGS.—A slight strengthening was noticeable in the egg market this week and prices were a shade higher, indicated in prices below by a widening of the range. Available supplies in country are none too large at the moment considering moderate export demand and a good consumption in this country. Associated ware houses in the United States reported 2,907,000 cases on June 1, as against 3,433,000 a year ago, or 526,000 less, which is a significant shortage, and worse than the month before, when cases were 1,424,000, as against 1,810,000, or only 386,000 less than the corresponding day a year ago.

Eggs—		
New laids	0 27	0 29
New laids, ex cartons	0 26	0 27

POULTRY.—Broilers and old fowl continue to be in good demand and supplies are coming in from country fairly freely. Live stock is more in demand than dressed, with notable exception of chicken; frozen chicken being very short. There are no price changes.

Poultry—	Live	Dressed
Spring broilers (1½ lbs. and over)	0 40—0 45	0 55—0 65
Old fowl, lb.	0 18—0 2[illegible]	0 22—0 24
Chickens	0 18—0 20	0 25—0 27
Milk-fed	0 17—0 20	0 25—0 26

HONEY.—Prices and market conditions show little change from those of last week. Demand and supply continue to dovetail without any special feature.

Honey—		
Buckwheat, hbls., per lb.	0 07¼	0 07¾
Buckwheat, tins, per lb.	0 07¾	0 08¼
Clover, 50 lb. tins, per lb.	0 13½	0 13¾
Clover, 10 lb. tins, per lb.	0 14	0 14¼
Clover, 5 lb. tins, per lb.	0 14	14¼
Comb, No. 1, doz.	2 50	3 00
Comb, No. 2, doz.	2 00	2 [illegible]

WINNIPEG

PRODUCE and PROVISIONS.—Hogs show little change over last week's market, the price for live hogs to-day being 10c. Receipts are only fair. Meat quotations remain unchanged. We have added to our list this week roast hams at 35c per lb., which are selling well in Winnipeg and the West. The egg market is very firm, with prospects of a temporary rise, although it is generally reported that there will be a decline as soon as the warmer weather eggs come on the market. Quotations last week end were 25-25½c for No. 1 candled stock. There has been a further decline in creamery butter, quotations to the trade now being 29c for No. 1 and 28c for No. 2. There is nothing new as regards dairy butter. The feeling among the packers is that butter will go much lower, and they believe the price will not go anything like as low as it did last year when quotations dropped to 75c. It was generally understood last week that the cheese market eased off on account of the British and Canadian governments withdrawing from the market, but there was a firming up of about 7/8c per lb., leaving quotations for large at 21c and twins 21½c. Sales to the trade in all lines of produce and provisions have been very good, but it is no more than should be expected at this time of year.

Hams—		
Light, per lb.	0 21	0 22
Medium, per lb.	0 20	0 21
Large, per lb.	0 19	0 20
Bacon—		
Breakfast, per lb.	0 22	0 23
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light	....	0 16½
Cooked Meats—		
Hams, boiled, per lb.	....	0 31
Shoulders, boiled, per lb.	0 23	0 24
Roast hams, lb.	....	0 35
Barrelled Pork—		
Mess pork, bbl.	....	27 00
Lard, Pure—		
Tierces	....	0 16
Pails	....	0 32½
Cases, 10s	....	10 05
Cases, 5s	....	10 13
Cases, 3s	....	10 20
Cartons	....	0 17½
Lard, Compound—		
Tierces	....	0 13
Tubs, 50s, net	....	6 62
Pails, 20s, net	....	2 75
Butter—		
Fresh made creamery	....	0 29
Creamery, No. 2	....	0 28
Best dairy	0 24	0 25
Cooking	0 16	0 18
Eggs—		
New laids	0 25	0 25½
Cheese—		
Ontario, large	....	0 21
Ontario, twins	....	0 21½

FRUIT AND VEGETABLES

(Continued from page 36.)

Beans, green	2 50	2 75
Carrots, new, hamper	1 50	1 60
Celery, Florida, case	2 50	2 75
Cucumbers—		
Hothouse, doz.	2 50	3 00
Leamington, hamper	3 50	4 00
Onions—		
Texas, Bermuda, crtae	2 00	2 75
Green, doz., bunches	0 20	0 30
Lettuce leaf, doz.	0 15	0 25
Lettuce head, hamper	1 75	2 25
Mushrooms, imported, 6 qt.	2 00	2 25
Parsley, doz.	0 40	0 50
Peppers, green, basket	0 60	0 65
Potatoes—		
N.B. Delaware, bag	2 10	2 15
Ontario, bag	....	1 90
New, barrel	6 50	7 00
Radishes, doz.	0 12½	0 20
Rhubarb, doz.	0 20	0 25
Spinach, hamper	....	0 75
Tomatoes, lb.	....	0 10
Turnips, bag	0 25	0 30

WIINIPEG

FRUIT AND VEGETABLES.—Bananas are being now sold on a basis of 4½c per lb. Grape fruit has jumped to $5.50 per case. Florida pineapples have declined to $4.50 per case. Rhubarb is off the market as far as the wholesalers are concerned, there is nothing but local rhubarb now offering. New potatoes have declined to 5c per lb. Valencia onions are off the market, and have given place to California onions, at $5 per case. Mississippe tomatoes are easier this week, and can be bought at $2.25 per crate of four baskets. New lines on the market this week are plums, peaches and apricots, quotations being $2.50, $2.25 and $2.75 per crate respectively.

Fresh Fruits—		
Bananas, lb.	....	0 04½
Cherries, case 9 lbs.	....	3 00
Grapefruit, case	....	5 50
Strawberries, Hood River, case 24 qts.	....	4 00
Washington box apples	....	2 25
Valencia oranges, case	....	5 00
California lemons	5 50	6 00
Florida pineapples, case	....	4 50
Plums, crate	....	2 50
Peaches, crate	....	2 25
Apricots, crate	....	2 75
Vegetables—		
Asparagus, Minnesota, doz.	....	1 25
Cabbage, new, lb.	....	0 05
Peppers, per basket	....	0 75
Mushrooms	....	0 90
Carrots, per lb.	....	0 02½
New potatoes, lb.	....	0 05
B.C. potatoes	....	1 10
Alberta potatoes	....	1 00
Sweet potatoes, hamper	....	2 75
Garlic, per lb.	....	0 25
California head lettuce, case	....	4 00
Texas onions, crate	....	3 00
California onions, cases	....	6 00
Mississippi tomatoes, crate 4 baskets.	....	2 25
Green peas, lb.	....	0 20
Spinach, case	....	1 50

Tartan BRAND

THE SIGN OF PURITY

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BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

ARE YOU LENDING MONEY TO YOUR CUSTOMERS?

How many charge account customers have you, who never pay their bills in full?

How many of your accounts are *never balanced?*

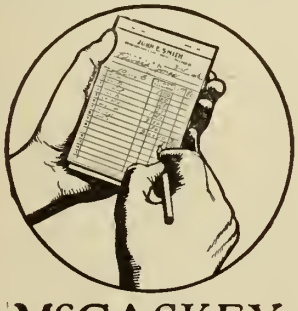
Figure it out for yourself—then stop and think.

Do you realize that the average amount of these unpaid balances represents just that amount of your capital that has been taken out of your business and loaned without interest to your customers?

Think what this amount must mean to you—not merely the interest you lose, but the opportunity to keep this money *working for you* and increasing the turnover in your store.

There's a way out. By making it easier for your charge account customers to keep their bills paid up and to pay them in full when they are paid, you can cut down the loss and put part of the idle capital to work. The McCaskey System provides the means.

McCASKEY
235-245 Carlaw Avenue
TORONTO, CANADA



McCASKEY
"ONE WRITING"

With the McCaskey System in your store, your customer's account is always posted, ready for settlement. Every bill is a statement. When the bill is paid it is usually paid in full.

The McCaskey System saves you time, money and mistakes, and pays for itself in the money it saves. It pleases your customers because it is plainly a better way of handling your charge accounts.

Can you afford to be without this modern convenience when it costs so little to get and so much less to keep than your present bookkeeping plan?

Clip and Mail this Coupon

McCaskey Systems, Limited, Toronto, Canada.

I am interested in the McCaskey System for handling charge accounts, and would like to know more about how it can be fitted to my business. I have about ..... charge accounts on my books.

Name .....

Address .....

Town and Prov.....

Seasonable Sellers for your Summer window displays

Your customers will want something cool and refreshing when the real warm weather comes along. Why not prepare now to meet their requirements by laying in a supply of the many delightful, invigorating, and popular summer drinks to be found in the **STERLING LINE.**

There is a distinctive deliciousness about these STERLING summer lines that will tickle the taste of the most discriminating. STERLING Products are noted everywhere for their absolute purity and dependability — the word "STERLING" being recognized as a guarantee of quality.

First sales of any Sterling line are usually but the beginning of a continuous and profitable demand. Let the following Summer Sellers prove their selling value for you:

Raspberry Vinegar, Orangeade, Lemon Sour, Fruit Syrup, every flavor, cherry, raspberry, pineapple, etc.; Unfermented Wine.

Write us now for full particulars.

The T. A. Lytle Co.
Limited
STERLING ROAD, TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight 10 lbs.	$ 0 45
4 oz. Tins, 4 doz to case, weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

DOMINION CANNERS, LTD.
JAMS

"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.

	Screw Top Glass Jars 16 oz. glass 2 doz.case Per Doz.
Apricot	$ 2 40
Assorted	2 30
Blackberry	2 35
Blueberry	2 35
Currant Red	2 20
Currant Black	2 35
Cherry	2 30
Gooseberry	2 20
Plum	2 20
Plum Green Gage	2 30
Pear	2 20
Peach	2 20
Raspberry, Red	2 35
Raspberry, Black	2 35
Rasp. and Red Currant	2 30
Rasp. and Gooseberry	2 30
Strawberry	2 40

CATSUPS—In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS WITH PORK.
Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05
Family, Plain, $1.20 doz.; Family, Tomato Sauce, $1.30 doz.; Family, Chili Sauce, $1.30 doz.; 3's, Plain, Flats, Aylmer only, $1.40 doz.; 3's, Tomato Sauce, Flats, Aylmer only, $1.50 doz.; 2's, Chili Sauce, Flats, Aylmer only, $1.50 doz.; 2½'s, Plain, $1.45 doz.; 3's, Plain, Tall, $1.60 doz.; 3's, Tomato Sauce, $1.75 doz.; 3's, Chili Sauce, $1.75 doz. The above 2 doz. to case. 10's, ½ doz. per case, for hotel and restaurant use (gals.), $5.25 doz.	

"AYLMER" PURE ORANGE MARMALADE

	Per Doz.
10½ oz. Gross Jars	$ 0 75
Tumblers, Vacuum Top, 2 doz. in case	1 15
12 oz. Glass, Screw Top, 2 doz. in case	1 40
14 oz. Glass, Screw Top, 2 doz. in case	1 60
16 oz. Glass, Screw Top, 2 doz. in case	1 90
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	1 95
2's Glass, Vacuum Top	3 10
2's Tin, 2 doz. per case	2 75
4's Tin, 12 pails in crate, per pail	0 50
5's Tin, 8 pails in crate, per pail	0 61
7's Tin or Wood, 6 pails in crate	0 79
14's Tin or Wood, 4 pails in crate, per lb.	0 11
30's Tin or Wood, one pail only, per lb.	0 11

BLUE

Keen's Oxford, per lb.	
in 10-lb. lots or case	

CEREALS

WHITE SWAN	Per case
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
Health Flour, 5 lb. bags, per doz.	2 40
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE
THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80



THE manufacturers of Ivory Soap not only know how to make soap but to sell it too.

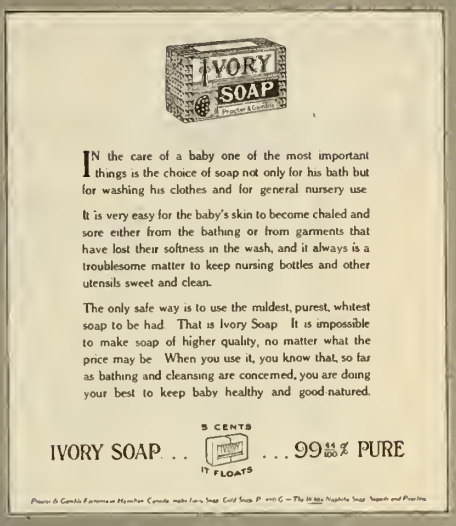
It is the combination of a satisfying product and convincing advertising that makes Ivory Soap move so quickly and keep on moving.

Canadian grocers now are enjoying the advantages of an advertising campaign that brings people in for Ivory Soap, and in the soap itself they have a staple that brings them back for more.

The Procter & Gamble Distributing Co.
of Canada, Ltd.
Hamilton, Canada

Send for Ivory Soap advertising matter for your local use.

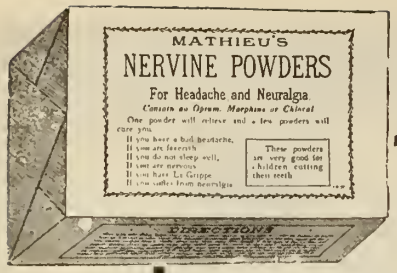
Ten cents a box differential on all the following Procter & Gamble products, bought in 10 box lots: Ivory Soap, Gold Soap, P. & G.—The White Naphtha Soap, Pearline and Sopade. Ask your jobber.







Miniature reproductions of advertisements now appearing in Canadian newspapers



It pays to feature MATHIEU'S NERVINE POWDERS

BECAUSE there is always a big demand for some safe, sure and permanent nerve remedy, and this demand is most efficiently filled by Mathieu's.

Among the people coming into your store every day are many to whom these curative powders would be a veritable blessing. It is up to you, Mr. Dealer, to bring the merits of Mathieu's Nervine Powders before them. Every sale will mean more to follow, because every user of this effective remedy will be a "booster" for it.

Don't hesitate to recommend Mathieu's. It cures quickly and permanently without any harmful after effects.

Send for a small trial order to-day.

J. L. Mathieu Co., Proprietors
SHERBROOKE, QUE.

BACK BACON

A very nice line of Bacon, preferred to Breakfast Bacon by some and always supplying a change when asked for. We have it "In Casings," Boneless and Skinned.

Made Under Government Inspection.

F. W. Fearman Co.
LIMITED
HAMILTON

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 36
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 90
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans	$6 95
Reindeer Brand, each 48 cans	6 70
Silver Cow, each 48 cans	6 15
Gold Seal, Purity, each 48 cans	6 00
Mayflower Brand, each 48 cans	6 00
Challenge, Clover Brand, each 48 cans	5 50

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 60
Jersey Brand, Hotel, each 24 cans	4 60
Peerless Brand, Hotel, each 24 cans	4 60
St. Charles Brand, Tall, each 48 cans	4 70
Jersey Brand, Tall, each, 48 cans	4 70
Peerless Brand, Tall, each, 48 cans	4 70
St. Charles Brand, Family, each, 48 cans	4 10
Jersey Brand, Family, each, 48 cans	4 10
Peerless Brand, Family, each 48 cans	4 10
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each, 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans	4 50
COCOA, Reindeer Brand, each 24 cans	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36
1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 20
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, $1.75; 1s, $2.90; 2s, $5.40; 6s, $21.00; 14s, $43.00.
Roast Beef, ½s, $1.75; 1s, $2.90; 2s, $5.40; 6s, $20.00
Boiled Beef, 1s, $2.90; 2s, $5.40; 6s, $20.00.
Jellied Veals, ½s, $1.75; 1s, $3.00; 2s, $4.50; 6s, $21.00.
Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.
Beefsteak and Onions, ½s, $1.75; 1s, $3.00; 2s, $5.40.
Cambridge Sausage, 1s, $3.00; 2s, $5.00.
Pigs' Feet, 1s, ...; 2s, $4.25.
Boneless Pigs' Feet, ½s, $1.50; 1s, $2.50.
Lambs' Tongues, ½s, $1.90.
Sliced Smoked Beef, tins, ½s, $1.70; 1s, $2.65; 4s, $13.50.
Sliced Smoked Beef, glass, ¼s, $1.20; ½s, $1.90; 1s, $2.75.
Tongue, Ham and Veal Pate, ½s, $1.45.
Ham and Veal, ½s, $1.20.
Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, $1.
Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, $1.45.
Ox Tongues, tins, ½s, $3.00; 1s, $5.50; 1½s, $7.50; 2s, $10.50.

If any advertisement interests you, tear it out now and place with letters to be answered.

California Lemons

Extra Fancy, Bright, Clean, Thin-skinned Fruit. Full of Juice.

Large, Even-sized Lemons from Top to Bottom of Box.

When you want the Very Best

Order

Silver Lemon Brand

Packed by Arlington Heights Fruit Company.

Sold by

The House of Quality

HUGH WALKER & SON

GUELPH - ONTARIO

Mississippi Tomatoes

4 Basket Crates now arriving.

California

Apricots
Plums
Peaches
Cherries

WHITE & CO., LIMITED

Wholesale Fruits

TORONTO

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:
(payable in advance)

2c per word, first insertion.
1c per word, subsequent insertions.
5c extra per insertion when replies are to be addressed c|o Canadian Grocer.

No Other Paper Reaches All These Men.

In Selling a Business?
In Buying a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second - hand Fixtures?

Then you should use **Canadian Grocer's Classified Ad. Columns.**

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer

Canadian Grocer

143-153 University Ave., Toronto

Fruits
Bananas
Lemons
Oranges

and also

All Early Vegetables

Lemon Bros.

OWEN SOUND, ONT.

LEMONS

Looks like any brand will sell this summer, but the man who orders ahead and gets

"St. Nicholas"

will be infinitely better served.

J. J. McCabe

Agent

TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $5.75, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.

Hamilton - Winnipeg

TUNA FISH

(The Chicken of the Sea)

VanCamp Brand

Prices are now named, and the fish will be ready for shipment the latter part of July.

W. H. ESCOTT CO., Ltd.

WINNIPEG

BRANCHES AT

Regina Calgary Edmonton Saskatoon

Ox Tongues, Glass, 1½s, $10.50; 2s, $13.00.

Mincemeat, Hermetically Sealed Tins, 1s, $1.75; 2s, $2.85; 3s, $4, 4s, $5.50; 5s, $7.

In Pails, 25 lbs., 10½c lb.

In 50 lb. Tubs, 10½c.

In 85 lb. Tubs, 10c.

In Glass, 1s, $2.25.

Plum Pudding, 1s, $2.30; 2s, $3.

Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85. 50 lb. Pails, 17c.

Clark's Peanut Butter—Pails 24 lbs., 17c per lb.

Clark's Tomato Ketchup, 8 oz., $1.35; 12 oz., $1.90; 16 oz., $2.40; 1 gal. jars, $1.30; 5 gal. jars, $1.25 per gal.

Pork and Beans, Plain Talls, 1s, 70c; 2s, $1.10; 3s, $1.70; 6s, $6; 12s, $8.50; 3s, flat, $1.60. Individuals, 55c doz.

Pork & Beans, Tomato Sc. Talls, 1s, 75c; 2s, $1.15; 3s, $1.75; 6s, $6; 12s, $8.50; 3s flat, $1.60; Individuals, 60c. doz.

Pork and Beans, Chili, 1s, 75c; 2s, tall, $1.15; 3s, flat, $1.60; Individuals, 60c doz.

Tomato Sauce, 95c doz.; plain, 95c doz.

Pork and Beans, 1½, Chili Sauce, 95c doz.

Vegetarian Baked Beans, Tomato Sauce, Talls, $1.20.

Clark's Chateau Chicken Soup, $1.10.

Clark's Chateau Concentrated Soups, 95c.

Clark's Chateau Concentrated Soups. No. 1, Assorted, 95c.

Spaghetti with Tomato and Cheese, ½s, 95c; 1s, $1.30 doz.

Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at $10.00 per doz.

English Plum Puddings, 1s, $2.30 doz.; 2s, $3 doz.

LAPORTE, MARTIN, LIMITED

Montreal. Agencies

BASIN DE VICHY WATERS,

L'Admirable, 50 btles, litre, cs.	5 50
Neptune	7 00
San Rival	8 00

VICHY LEMONADE

La Savoureuse, 50 btles, cs.	8 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 btles, cs.	$9 00

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs., 6 doz. pts., doz.	1 15
Ginger Ale, Trayders, cs., 6 doz., splits, doz.	0 95
Club Soda, Trayders, cs., 6 doz. pts., doz.	1 05
Club Soda, Trayders, cs., 6 doz., splits, doz.	0 95

BLACK TEAS

Victoria Blend, 50 and 30-lb. tins, lb.	0 38
Princess Blend, 50 and 30-lb. tins, lb.	0 35

JAPAN TEAS

H. L., ch. 90 lbs., lb.	0 25
Victoria, ch. 90 lbs., lb.	0 30

COFFEES

Victoria, Java and Mocha Blend, 1-lb. tin, lb.	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MUSTARD

COLMAN'S OR KEEN'S

	Per doz. tins
D. S. F., ¼-lb.	$ 1 60
D. S. F., ½-lb.	2 90
D. S. F., 1-lb.	5 75
F. D., ¼-lb.	0 90
	Per jar
Durbam, 4-lb. jar	0 93
Durbam, 1-lb. jar	0 31

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

Wbite Swan, 15 flavors. 1 doz. in handsome counter carton, per doz.	$ 0 90

List Price

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO

SPICES	5c Round litbo. dredge. Per doz.	10c Oval litb. dredge. 2½ oz. Per doz.
Allspice	$0 45	$0 90
Arrowroot, 4 oz. tins, 85c	....	....
Cayenne	0 45	0 90
Celery salt	....	....
Celery pepper	....	....
Cinnamon	0 45	0 90
" whole, 5c. pkgs., window front, 45c	....	....
Cloves	0 45	0 90
Cloves, whole, 5c. pkgs., window front, 45c	....	....
Curry powder	....	....
Ginger	0 45	0 90
Mace	1 25	....
Nutmegs	0 45	0 90
Nutmegs, whole, 5c pkgs., window front, 45c.	....	....
Paprika	0 45	....
Pepper, black	0 45	0 90
Pepper, white	0 50	0 95
Pastry spice	0 45	0 90
Pickling spice, window front, 90c	....	....
Dozens to case	4	4
Sbipping weigbt per case	10 lbs.	15 lbs.

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches—Boxes	Cents
40 lbs., Canada Laundry	.06¼
40 lbs., Canada White Gloss, 1 lb. pkg.	.06¾
48 lbs., No. 1 White or Blue Starcb, 3 lb. cartons	7¼
100 lbs. kegs No. 1 White	.06¾
200 lbs., bbls., No. 1 White	.06¾
30 lbs., Edwardsburg Silver Gloss, 1 lb. cbromo pkgs.	.07¾
48 lbs., Silver Gloss, in 6 lb. tin canisters	.08¼
36 lbs., Silver Gloss, in 6 lb. draw lid boxes	.08¼
100 lbs., kegs Silver Gloss, large crystals	.07¼
28 lbs., Benson's Satin, 1 lb. cartons, cbromo label	.07½
40 lbs., Benson's Enamel, (cold water), per case	3 00
20 lbs. Casco Refined Potato Flour, 1 lb. pkgs.	12½
Celluloid	
Boxes containing 45 cartons, per case	3 60
Culinary Starcb	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared Corn	.07¾
40 lbs., Canada Pure Corn (20 lb. boxes ¼c higher)	.06½

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

WANTED — INFORMATION REGARDING good grocery or meat market for sale. Send particulars. R. G. List, Minneapolis, Minn.

SALESMAN LIVING IN VICTORIA, B.C., with good connection throughout Province is open for position with either wholesale grocery or manufacturer. Can furnish best of references. Box 145, Canadian Grocer.

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c|o Canadian Grocer, University Avenue, Toronto.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED—A SET OF GROCERY FIXTURES consisting of wall shelving, bins and drawers, display counters with glass fronts, etc., would prefer hardwood in dark oak finish, about 35 feet long. Can use a quantity of hardware fixtures such as boxes, drawers, etc. Box 144, Canadian Grocer.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

WANTED — MEN. ARE YOU CAPABLE OF organizing and controlling a subscription sales force? If you are, you are the man we want to get in touch with. We have a plan that will make you "real money." Part or whole time accepted. Drop us a card for full particulars. The MacLean Publishing Co., 143-153 University Ave., Dept. F, Toronto, Ont.

Advertising

"Advertising is the education of the public as to who you are, where you are, and what you have to offer in the way of skill, talent or commodity. The only man who should not advertise is the man who has nothing to offer the world in the way of commodity or service."—*Elbert Hubbard.*

TANGLEFOOT

The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

OAKEY'S KNIFE WELLINGTON POLISH



JOHN OAKEY & SONS, LIMITED, LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

Toronto Butchers' Supply Co.
LIMITED

Cleaners, Importers, and Exporters of Sausage Casings. Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.

49 DUNDAS STREET, - - TORONTO

EGG FILLERS

Our capacity is three times the total Filler requirements of Canada
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LIMITED
TRENTON, ONTARIO, CANADA

CHIVER'S
JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

PORT ARTHUR, ONT. MONTREAL, QUE.
FRESH FISH
FOR NEXT WEEK
Halibut, Cod, Haddock, Trout, Whitefish
Price Quality Service
J. BOWMAN & CO.
26 Duncan St., Toronto, Ont.

This space $1.00 per insertion on yearly order.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.



There is no finer cocoa in the world than this celebrated Canadian Product—

COWAN'S COCOA—
"Perfection Brand" Purest and Best

We voice the merits of this excellent cocoa to more than 3,000,000 Canadian people daily through our national campaign of advertising. Little wonder, then, that this cocoa is selling tremendously—push it, it beats any imported goods, and further it's Canadian made by Canadians.



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If you handle cigars—read this page
If you do not—read it twice
If you believe us—send a trial order
If you doubt us—investigate

WHY let your customers buy their cigars elsewhere? Stock a few good lines, let your customers know about it, and you will get their business. Amongst others we offer you the following brands, because they sell well; and are great values for the money.

BRAND	FILLER	WRAPPER	SHAPE	PRICE PER BOX
"Ramona"	Clear Havana	Sumatra	Perfectos	$4.25
"Primrose"	Long Havana	Sumatra	Londres	2.75
"Convincidad"	Havana	Sumatra	Londres or Perfectos	2.50
"Old Cabin"	Fine Kentucky	Florida	Panatellas	1.75
"Alto Pluma"	2nd Havana	Florida	Londres	1.25
"Selected Havana"	Kentucky	Florida	Londres	1.10
"Havana Seconds"	Short Virginia	Florida	Londres	1.00

Discount: 10 Boxes 5%. 20 Boxes 10%.

Our usual guarantee of satisfaction goes with every box.

While we do not claim that these cigars will have such a sale as will oblige you to call the police force to hold the crowd, we claim that their quality more than warrant their price—they will sell well when introduced to your trade.

To help you introduce them we will give you with every five hundred a like number of attractive envelope enclosures to your name.

We want your frank opinion about these cigars—so write for samples.

Then you'll send a trial order.

Laporte, Martin, Limitée

Wholesale Grocers

584 St. Paul Street West MONTREAL

FREE ADVICE CONCERNING CIGARS SENT UPON REQUEST.

If any advertisement interests you, tear it out now and place with letters to be answered.

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making a hit.

For the picnic or luncheon salad



Suggest to your patrons that they include a bottle of

ROYAL Salad Dressing

in the picnic basket and add it to the salad just when spreading the table. This rich, creamy dressing will make the salad doubly delicious.

An excellent and profitable seller. Ask your wholesaler.

The Horton-Cato Manufacturing Co.
Windsor, Ont.

Building a Better Business

By sticking to the things that are true and tried—the things that have established themselves in public favor through honest value—

Shredded Wheat

has established itself in a million homes as the cleanest, purest, most nutritious of all cereal foods. Get in touch with the home and you will keep a fresh stock of Shredded Wheat always on hand.



The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

"MADE IN CANADA" only by

The Canadian Shredded Wheat Co., Limited
NIAGARA FALLS, ONTARIO

61-U

MR. CLERK ←
YOUR SPARE TIME

WHAT do you do with it? By that we mean, is it **bringing you** any returns in the ways that go to assure your future success?

How would you like to know of a plan that will bring you in as much (if not more of an income) than your regular occupation. **Would you be interested?**

We have a plan by which hundreds of **clerks** throughout Canada are greatly increasing their weekly incomes. This plan interferes in no way with their regular duties. It helps them to become of more value to their employers as well. Besides it supplies them with extra funds.

Write, and we'll give full particulars concerning it. This places you under no **obligation**, we'll be glad to tell you all about it. Drop us a line **To-Day.**

The MacLean Publishing Co.
Dept. C.G. 143-153 University Ave.
Toronto **Canada**

Makes More Customers

PURITY FLOUR brings more and better customers into your store. The housewife willing to pay MORE for a superior flour buys superior products in specialties and OTHER staples.

PURITY FLOUR

More Bread and Better Bread

WESTERN CANADA FLOUR MILLS CO., LIMITED

Millers to the People

30

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

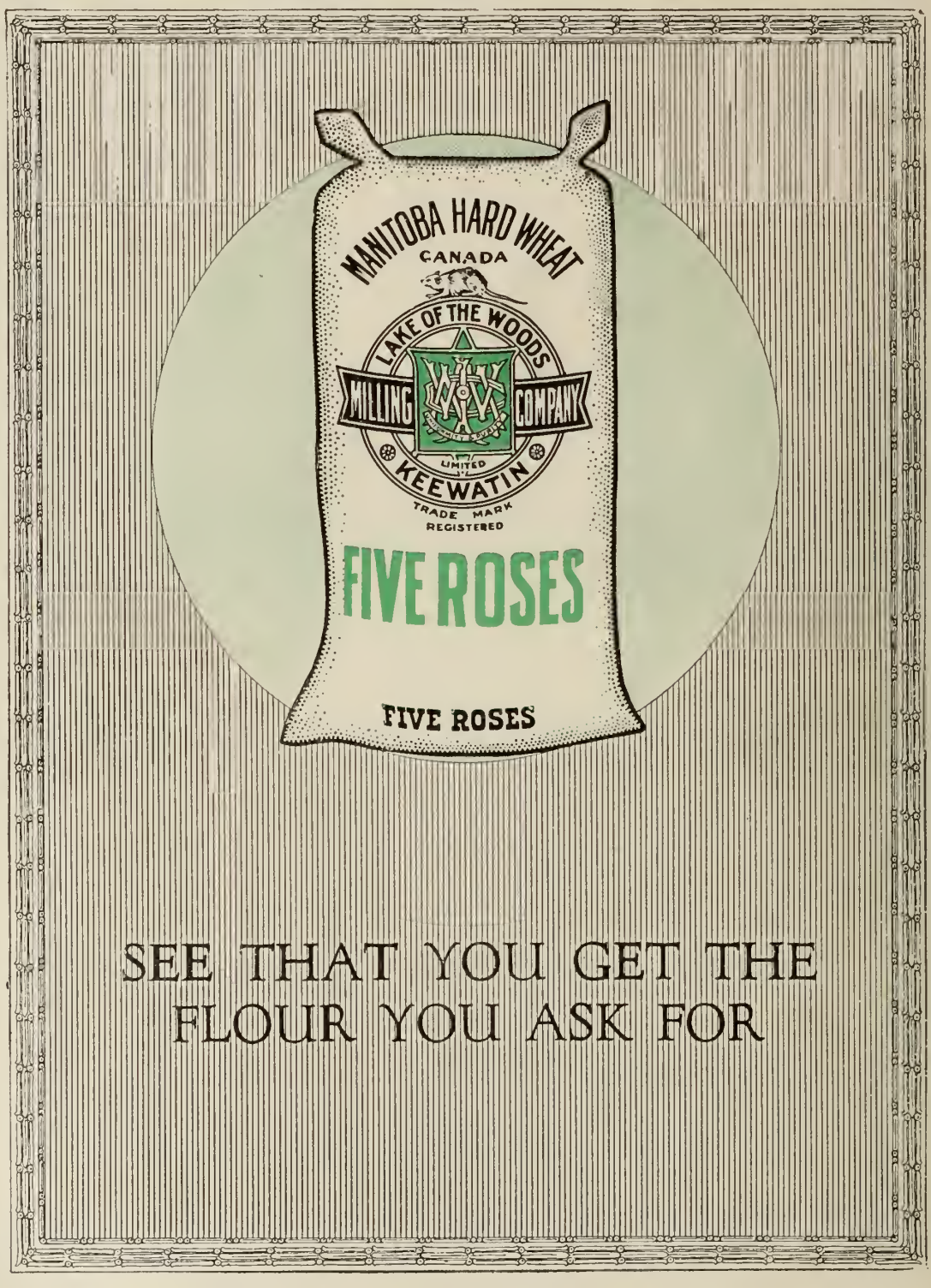
Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND



SEE THAT YOU GET THE
FLOUR YOU ASK FOR

In This Issue—Co-operative Store Failures

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, JUNE 23rd, 1916 No. 25

Welch's



GET ALL THE PROFIT FROM WELCH'S

To get all the profit from Welch's handle it exclusively. Don't tie up your capital in a stock of an unknown or little known brand and thereby lower your net on Welch's.

Welch's is all you need. It satisfies every demand. In fact, it takes time and work to sell most folks anything else—because Welch's is standard and known.

So, why risk displeasing a customer, and why increase your sales effort to sell the unknown brand when Welch's sells itself?

Sold by Leading Jobbers.

THE WELCH CO., LIMITED

ST. CATHARINES, ONTARIO

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

ORLANDO



(INVINCIBLE)

The above cut is a life-size likeness of a line of goods which should be added to your trade without delay.

The ORLANDO (Invincible) is a cigar that will help you in your endeavour to make the cigar line one of your principal money-getters from now on.

This is the Groceryman's Opportunity.

W. R. WEBSTER & COMPANY, LIMITED

SHERBROOKE, CANADA











Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Black Oil Polish. The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Large quantity. Finest quality. Polishes without rubbing. Retails 25c.

"QUICK WHITE" (Liquid) makes dirty Canvas shoes clean and white. A sponge in every package, so always ready to use Retails for 10c. and 25c.

"SUPERB" (a paste) for polishing Patent and Shiny Leather Boots and all Shiny Leather Articles. Cover remover attached to each box. (See cut.) Retails 10c.

"DANDY" RUSSET COMBINATION. For cleaning and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retails 25c. "Star" russet combination (10c size). Russet, Brown and Ox Blood Pastes (5 sizes of each color).

"ELITE" BLACK COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retails 25c. **"BABY ELITE" COMBINATION** (10c size.) **"ELITE" PASTE** in 5 sizes.

"ROYAL GLOSS" self-shining dressing, for ladies' and children's black shoes. (See cut.) Retails for 10c.

Ask Your Jobber's Salesman For *Whittemore's Shoe Polishes*

WHITTEMORE BROS. CORP., BOSTON, MASS., U.S.A.









It pays to feature Borden's during the summer months because

Borden's Milk Products serve all purposes of fresh milk, are not affected by summer heat, and are always fresh and ready for instant use.

The fresh milk problem is very often a difficulty with cottagers, campers and picnickers. In just such cases the suitability of the Borden lines can hardly be over-estimated and this is the big reason why heavy summer sales are the rule where these popular milk products are featured.

Not only are the immediate profits worth while, but the increased customer-satisfaction that Borden's produce means a great deal to the dealer in steady, year-round sales.

You can get your share of this big business by keeping Borden's Milk Products well displayed in windows and on sales counter.

Order a trial supply and begin to-day.



Borden Milk Company

Limited

"LEADERS OF QUALITY"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver, B.C.



If any advertisement interests you, tea r it out now and place with letters to be answered.

WAGSTAFFES'

New Season's Strawberry Jam 1916

now ready for delivery



This Strawberry Jam of Wagstaffes' is always de luxe.

Mr. Grocer, order from your wholesaler.

WAGSTAFFE LIMITED

HAMILTON, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

The sugar that gives satisfaction

St. Lawrence

DIAMOND

Granulated

100% pure cane.

This is preserving Season.

It's Best to Carry a Complete Line

of one *good* brand. You may find a big call for one or more articles in a line and, using them as a lever, you can often change your trade from a scattering of trade-marked goods to one complete, established line. This method not only makes your stock easier to handle, but gives you a better profit. Those who have stocked Gold Standard Food Products have found the entire line as listed below very profitable and all up to the standard of quality demanded by exacting purchasers. Will you write us for information?

THE CODVILLE COMPANY, LIMITED

Winnipeg **Brandon** **Moose Jaw** **Saskatoon**









A partial list of our lines:

Jelly Powder, Ammonia, Teas, Baking Soda, Baking Powder, Cream of Tartar, Prepared Puddings, Salad Dressing Powder, Liquid Salad Dressing, Icing Sugar, Prepared Cake Icings, Olives, Prepared Mustards, Celery Salt, Spices, Herbs.

All They Want to Know is—
Does He Sell Shirriff's

The highest class vanilla extract of all is made from the Mexican bean—and Shirriff's use nothing but the highest grade of it.

The finest extract of all is that made by a process covering many months.



Shirriff's True Vanilla

is made by a secret process which takes not less than a whole year to complete. *And it is 50 per cent. stronger than the government standard.* That is why we can so heartily guarantee Shirriff's.

That accounts too for the universal preference for Shirriff's, wherever it is once tried out.

When you are not asked for it, you need sell it but once—then it takes care of itself, and your profits begin mounting up. Just let them know you have it.

If you are not yet prepared to meet the demand for Shirriff's you cannot provide a case too soon. Write for particulars.

IMPERIAL EXTRACT CO., TORONTO



It's a leader and it's Canadian-made

as are all the milk products that we make. Our lines have "made good" in every community, because their quality is unsurpassed and they sell at the right price.

Stock Malcolm Condensing Co.'s lines for tip-top customer satisfaction.

Compare our prices.



The Malcolm Condensing Co. LIMITED

ST. GEORGE, ONTARIO

CONCORD CANNING CO.

We guarantee

1 That all Sardines bearing our name as packers are packed from the finest autumn caught fish.
2 That fresh caught fish only are used in our canneries
3 That the Olive Oil or Tomato Sauce used are of guaranteed purity and of the finest quality obtainable
4 That we use the greatest care and cleanliness in the packing of

CONCORD CANNING CO.

We ask the consumer kindly to write us if dissatisfied

The above is an exact reproduction of our guarantee appearing on every tin of

Concord Norwegian Sardines

Their delicate and distinctive flavor is much appreciated by those who know what is good, and the steadily increasing demand for this brand makes it necessary for you to handle them.

They leave a good profit for the retailer. See to your stocks.

List of Agents:

R. S. McINDOE, Toronto.
WATSON & TRUESDALE, Winnipeg.
MARITIME FISH CORPORATION, LTD., 4 St. Nicholas Bldg., Montreal.
W. A. SIMONDS, St. John, N.B.
H. C. JANION, Vancouver, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.

Talk Beans to Your Customer—
There's Money In It For You—

White Beans to-day cost the consumer almost 12c. per b.—raw. Soak them overnight—drain—par-boil—add pork—sugar—pepper—salt—molasses and place in a pot in the oven and bake for four hours and you have—Baked Beans.

Sell your customers a Can of Aylmer Canning Co. Beans and the process reduces itself to "Heating the Can for a few minutes and serving while Hot." "Every bean done to a turn."

You will make a sale—you will please a customer—you will boost Canadian Manufactured Goods.



Plain, or with Tomato or Chili Sauce

Write for prices, terms, etc.

Dominion Canners, Limited

Hamilton, Canada

Trade Mark Number—Next Week

Important Notice to Advertisers

The issue of June 30—next week—will be our First Annual Trade Mark Number. It will be devoted to Trade Marks, Brands, Labels and Advertising Slogans.

Editorial Features

The experiences of grocers in selling branded lines will be one of the editorial features. You will realize that one grocer will naturally be interested in the opinion and experiences of others regarding Trade Mark goods. There will be an interesting story on the law regarding Trade Marks, their registration, infringements, etc. Another article will deal with Trade Marks that have become famous. Another with window displays of branded lines.

Unusual Opportunity for Advertisers

Altogether the unusual prominence given to Trade Marks and Branded Goods in this issue of June 30, will tend to focus the attention of wholesalers and retailers upon any announcement you make as to yours, its origin, significance and character.

Prepare copy for this number that will display prominently your Trade Mark, Labels and Advertising Slogan, so that readers of The Canadian Grocer may remember them for months to come. Send cut of your Trade Mark, along with the copy, so that all the matter for a good advertisement may reach us before forms close 27th June.

Remember the grocery trade will be greatly interested in this number, especially as many clerks have enlisted and new clerks are not familiar with trade marks, labels and slogans, nor for what they stand. Do not let your house be overlooked in this issue, the first of its kind ever published by The Canadian Grocer. Usual rates.

BE IN THE TRADE MARK NUMBER, NEXT WEEK.

Selling Power



to a tradesman is one of the most important attributes of the goods he buys.

CLARK'S PORK AND BEANS

have the quality that satisfies, have the name that guarantees and have the popularity which makes sure sales.



ORDER NOW.

W. CLARK, Limited, Montreal

Clark's

If any advertisement interests you, tear it out now and place with letters to be answered.



Your surest guarantee

of steady, profitable sales is the enthusiasm of the housewife for

BRUNSWICK BRAND SEA FOODS

The delicious, satisfying flavor of these wholesome sea foods wins the esteem of the most fastidious, turning first sales into profit-building, repeat business.

A window display of Brunswick Brand will quickly turn the tide of heavy sales your way.

What Brunswick Brand lines do you require? Look down the following list and see how many of them you require to-day:

¼ Oil Sardines
Kippered Herring
Herring in Tomato Sauce
Finnan Haddies
(Oval and Round Tins)
Clams

Connors Bros.,
Limited

Black's Harbor, N.B.





FOR EVERY HOUSEHOLD USE

From a scrubbing brush to a whisk, we can offer you every kind you care to sell—and every one is a trade winner in

The "KEYSTONE" Line of BROOMS and BRUSHES

But there is only one quality in all "Keystone" Brand Brushes—the kind that brings customers back to your store.

Write for prices, etc.

Stevens-Hepner Co., Limited
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

Keep Wonderful Soap constantly before your customers' notice.

Every housewife will appreciate the wonderful cleaning properties of this Canadian-made Soap.

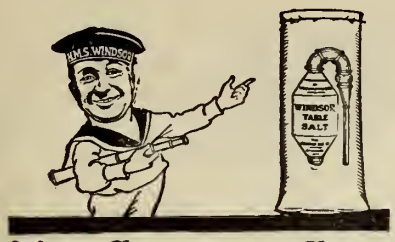
Wonderful Soap is absolutely pure and is guaranteed not to injure the most delicate fabric or the most tender skin.

Make up a good display now and recommend it to your very best patrons.

Guelph Soap Co.
Guelph, Ontario



If any advertisement interests you, tear it out now and place with letters to be answered.



The Canadian Salt Without a Fault

If you wish to impress on a customer the fact that some one article in your store is pure, you can't make a stronger comparison than to say, "It is as pure as Windsor Salt."

Windsor Salt has probably been used in her home, for years.

Windsor Table Salt
Made in Canada
THE CANADIAN SALT CO. LIMITED



In your Locality are many Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

SPRATT'S DOG CAKES, Puppy Biscuits and Packet BIRD SEEDS.

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.
Direct Correspondence invited:—
SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.
S 46

When customers ask for "Blue," or "Washing Blue," or "Laundry Blue" give

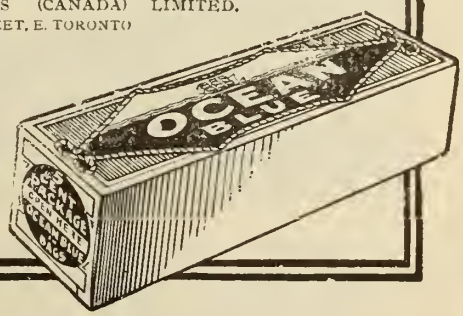
OCEAN BLUE

and you will be on the safe side. They cannot buy, and you cannot sell, a better.

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED.
33 FRONT STREET, E. TORONTO

Western Agents:
For Manitoba, O. F. Nightcap, 179, Bannatyne Av.E., Winnipeg.
For British Col. and Yukon: Creeden & Avery Rooms 5 and 6, Jones Block 432, Hastings Street, West, Vancouver.



If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home or abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners and Drug Specialties
12 FRONT STREET EAST TORONTO

Can quote you low prices on evaporated apples and gallon apples, both first-class quality, subject to market changing, ex Toronto.

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

MEN WITH SALES ABILITY.

We have a few desirable openings for men of this type to call on Grocers in connection with Star Egg Carriers and Trays. 63% of the grocers of the country are already using Star Equipment. To men with proven selling ability we can offer an exceedingly interesting proposition.

For particulars, apply

STAR EGG CARRIER & TRAY MFG. COMPANY
1113 JAY STREET ROCHESTER, N.Y.

Mann, Laurie & Co.
78 King St., London, Ont.
Quality provisions and produce.
Write or phone.

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

Established 1859
GEO. STANWAY & CO.
29 Wellington St. East. - TORONTO
Agents for "Horseshoe," "Tiger" and "Sunflower" Salmon. Fred. L. Myers & Son, West Indian Products. Furuya & Nishimura, Japan Teas.

WESTERN PROVINCES

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP,
179 Bannatyne Ave. - Winnipeg, Man.

British firm having a large connection among best buyers in Great Britain invites correspondence and offers from

Shippers and Packers of Pork, Frozen and other Meats, Dairy Produce, Canned Goods, etc.

CIF, FOB, and landed terms. Advances against consignments. References exchanged.

WM. THOMAS & CO.
General Provision Commission Merchants and Brokers
29 Tooley Street, London, Eng.
Telegraphic and Cable Address:—Prodairos. Tooley London, A.B.C. Code, 5th Edition.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

THE H. L. PERRY CO.
214-216 Princess Street, Winnipeg
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.
Correspondence solicited.
"Always on the Job."

MARITIME PROVINCES.

J. N. COCHRAN
Manufacturers' Agent and Grocery Broker
FREDERICTON, N.B.
I have a connection with both wholesale and retail trade throughout the entire Maritime Provinces.

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

The Reputation and Standing of

Walter Baker & Co.'s Cocoa and Chocolate Preparations



Registered Trade-Mark

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

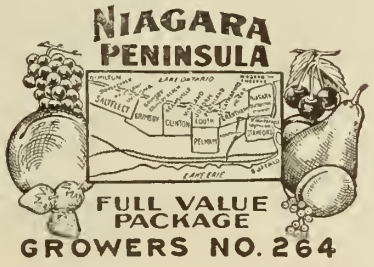
All of our goods sold in Canada are made in Canada.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

GROCERS—get ready

The Niagara Fruit Growers are now starting their Fruit Bulletins in 200 daily and weekly papers in Ontario. They will tell the Housewives from day to day when to buy fruits.

THIS LABEL



will be attached to every guaranteed basket of Niagara Grown Fruits.

Demand it from your Commission Man. The Grocer's number is your authority to stand back of this fruit. It is his personal guarantee. You will receive an authorized card to display in your store.

FOR FURTHER INFORMATION WRITE THIS PAPER

We've Waked Up Raisins

We've put life into this department of the grocery business, with the only brand of raisins that has ever been nationally advertised.

SUN-MAID Raisins

Thousands of dollars every month are going into advertising in full pages in The Saturday Evening Post, colored pages in The Ladies' Home Journal, and local newspapers. This is making a demand for this raisin that has never existed before for any raisin.

Take Advantage of This—Make up your mind that the raisin demand is waking up or you are going to miss a lot of rich business. We have stabilized the raisin market for you by eliminating speculation. Get the full benefit of this national prestige.

Three Varieties—Sun-Maid Raisins come in three varieties: Seeded (seeds extracted), seedless (from seedless grapes), and cluster (on stem, not seeded.) (262)

Get Them From Your Jobber

CALIFORNIA ASSOCIATED RAISIN CO.

Membership 8000 Growers
FRESNO, CALIFORNIA

BUY

STAR BRAND

"Made in Canada"

Cotton Clothes Lines and Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

KINDLY MENTION THIS PAPER WHEN CORRESPONDING WITH ADVERTISER.

Dealers find Furnivall's a profitable line to push. Its full rich flavor makes an irresistible appeal to even the most discriminating.

Keep your stock of Furnivall's out in full view of your customers. Recommend it to all.

FURNIVALL-NEW, Limited
Hamilton **Canada**

Furnivall's FINE FRUIT PURE JAM

AGENTS:

Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. **Montreal**—W. S. Silcock. **St. John, N.B.**—MacLaren Imperial Cheese Co. **Halifax, N.S.** — MacLaren Imperial Cheese Co. **Sydney, N.S.**—A. E. Sheppard. **Hamilton**—R. M. Griffin. **Winnipeg, Man.**—W. L. Mackenzie & Co., Ltd. **Calgary, Alta.**—MacLaren Imperial Cheese Co., Ltd. **Edmonton, Atla.**—Central Brokerage Co.

MINTO TEA

Each sale means a satisfied customer

And a satisfied customer is the dealer's best asset in the building up of better business. The demand for Minto Tea has been built up entirely on its merits. We have carried on no consumer advertising, hence the present big sales of Minto are a striking proof of its incomparable quality.

We give away with each package (½ and 1 lb.) the exact amount of money it would cost to advertise it to the consumer. That's another big selling point that dealers will appreciate.

Minto Tea costs you 33c a pound, and retails at 40c.

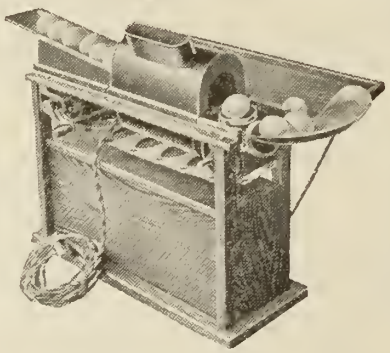
A trial supply will convince you that it is worth while.

Minto Brothers

281 Church St., Toronto

Do You Believe That There is a

BEST?



OF COURSE, and you want it, too, if the price is right.

The Electric Daylight Egg Tester is the

BEST EGG CANDLER

on the market.

It will test 300 dozen eggs an hour, and it will do the job perfectly. The operator needs no particular experience. The Electric Daylight Tester is

Neat, Durable and Inexpensive

It will add to the appearance of a counter and will enable the dealer to absolutely guarantee the freshness of the eggs he sells. A guarantee with eggs means money and satisfied customers. Write to-day for our special offer on all orders received during the next sixty days.

A. E. Jennings Company

535 Detroit St.

ANN ARBOR, MICHIGAN

The Best Pickle Salesman!

"Crackerjac" Steel Slide Sanitary Display Racks

All over the country the new Sanitary Steel Slide Display Rack has met with a wonderful response. Dealers everywhere are finding that the purchase of this rack is not an expense, but an income; that it pays for itself in a few months. It is better made; more convenient, more rigid and durable, and yet lower-priced than any rack on the market.



It conforms to the sanitary laws of the state, the demands of critical customers, and the desire of the dealer to sell goods in an attractive shape and a convenient manner.

Steel Slide Underneath Each Jar. Plate Glass Tops. All Rubber Protected Jar Holders, Resilient Bottom for Jars, Channel Steel Bases with Casters. All sizes. Send for Catalog.

Salesmen Wanted.

No. 260 complete with 6 Jars, $20.00
No. 258 complete with 9 Jars, $25.00
F.o.b. Sterling, Ill.

Evan L. Reed Mfg. Co.

604 A Street

Sterling - Illinois

If any advertisement interests you, tear it out now and place with letters to be answered.

The Wonder Lamp



is the latest and handiest ever placed on the market.

It produces a clear, bright, white light of 500-Candle Power for less than 1-3 of a cent per hour.

Mr. Grocer, get this lamp now and have your store lighted as well as the best of city places. Can be installed by anyone.

A child can operate it. Absolutely safe and odorless. Lights with a match. Very convenient. Fully guaranteed.

Local Merchant Agents wanted Everywhere.

Write now and get an independent plant at cost.

MacLaren Light Co.

Merrickville - Ontario

WHERE

Hobart Electric Coffee Mills,

Peanut Butter Machines, Cake and Pastry Mixers, Meat Mincers —

WHERE

the Celebrated Van Berkel *Improved* Slicing Machine

— The World's Best Meat Slicer —

can be purchased in Canada.

H. N. COCKBURN
93 Prince William Street
ST. JOHN, N.B.

BLACKWELL & LANDRY
4 St. Lawrence Boulevard
MONTREAL, P.Q.

RYAN BROTHERS
110 James Street East
WINNIPEG, MAN.

E. S. CHAMBERS
424 Cordova Street
VANCOUVER, B.C.

Canadian Headquarters:

The Hobart Mfg. Co.
105 Church Street
TORONTO, CAN.

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.

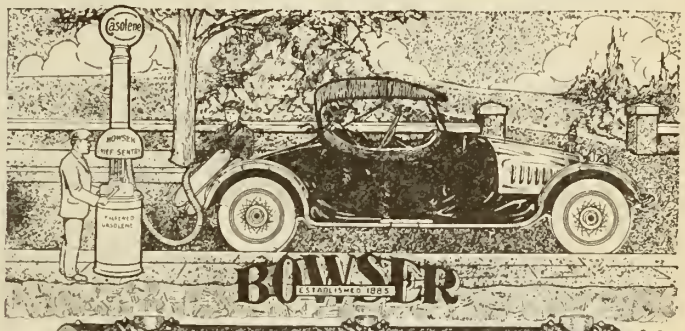


Price list and catalogue free and mailed to any address.

Manufactured by the

W. A. FREEMAN CO., LIMITED

HAMILTON. - - CANADA



G-12

BOWSER SERVICE

To think of one suggests the other

MAKE HIM STOP

It's easy enough if you use the right signal—a Bowser "Sentry" Gasolene Pump on your curb. Gasolene makes the car go—it also makes it stop, and the motorist knows that when he gets gasolene from a

BOWSER

Outfit it is clean, filtered and full strength.

Don't stand in the doorway and see the free-spending automobile trade shoot by in a cloud of dust, only to stop at the other fellow's door. He not only sells them gasolene, but he gets their business in all the other departments of the trade.

Make them stop with a "Bowser" Gasolene Supply Station—and then sell them everything else they need.

Get them going and coming—we'll help you.

The average owner of a Bowser "Red Sentry" Curb Pump turns his gasolene stock over about 50 times per year. On how many other lines that you carry can you do this?

S. F. BOWSER & COMPANY, Inc.
Toronto, Ont.

Sales Offices in all Centers and Representatives Everywhere.

If any advertisement interests you, tear it out now and place with letters to be answered.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

Get your customers acquainted with Tartan Brand Canned Fruits and Vegetables

You can easily get their attention by means of effective displays, which is a very simple matter with our attractive colored labels. The first sale will be easy and you can confidently depend upon "Tartan" quality bringing you a continuous run of profitable repeat orders.

We satisfy our customers because we sell only goods of guaranteed quality. Prompt attention paid to mail orders. Write us to-day.

BALFOUR, SMYE & COMPANY

HAMILTON, ONTARIO



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

To the Grocers of Canada

TRADE EXCELSIOR MARK

Our eight years' experience in the exclusive manufacture of whisks and brooms of every description and the personal attention given every order received has made the Sloane trade-mark the synonym of broom satisfaction everywhere.

NOTE OUR PRICES:

$2.90, $3.40, $3.90, $4.25, $5.25, $4.80, $4.50, $4.25, $4.10, $4.50, $2.60, $2.75 and $2.50 per doz.

F.O.B. destination all points between Ottawa and Windsor. Dealers outside the district, let us quote you?

Get a copy of our special price list. Sent free on receipt of your address. Drop us a card now, while you think of it.

J. C. SLOANE

Makers of Fine Brooms and Whisks

845 5th Avenue, Owen Sound, Ontario



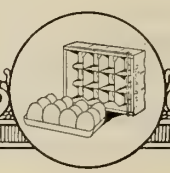
The Star System

For Safe Egg Handling

Worth the cost of the entire equipment —Your Ad on the inside of Star Egg Trays. It is before the housewife, the very one you want to reach, practically every day in the year, and while she is in the kitchen and her mind and attention is centered on her kitchen wants.

Write for our illustrated booklet 176. You will be interested in reading how your fellow Grocers are making their egg department pay big profits.

STAR EGG CARRIER & TRAY M'F'G COMPANY



1037 JAY STREET ROCHESTER NEW YORK

Deterioration Loss
On Bulk Tea

Tea deteriorates very rapidly if exposed to the air, even for a short time.

If a new and inexperienced clerk leaves a canister of bulk tea open, it is astonishing how quickly it will absorb odors of spices, oranges, lemons, matches, tobacco, or whatever happens to be nearby.

Sometimes, indeed, the grocer does not know his bulk tea has deteriorated until several customers have complained. Then he has a hard time making things right, not to mention the loss he has to take on his tea which must be reduced in price.

Red Rose Tea
"is good tea"

The sealed package prevents deterioration. Furthermore, its quality is guaranteed by us, and the grocer is thus protected against any money loss. His profit is always sure.



Every Day is Salad Day

Yes, Salad of some kind is on the menu of the majority of your customers each day. Why not profit by selling them

ROYAL SALAD DRESSING

It adds a new deliciousness to either plain or fancy salads. A pure, high-grade, satisfaction-giving line. A real profit-booster.

Your wholesaler can supply you.

THE HORTON-CATO MFG. COMPANY

WINDSOR - ONTARIO

For thirty years the favorite refrigerator. Why?

Ask any dealer using the Eureka his opinion as to the dependability of this well known line. Then you will understand why the Eureka is the popular choice of up-to-date dealers, not only in Canada, but in Europe, South Africa, Australia, etc.

No other refrigerator will so effectively preserve perishable goods or display them so advantageously as the Eureka.

Are you entirely satisfied with your present refrigerator? If not send a card to-day for complete Eureka catalog and list of satisfied users.



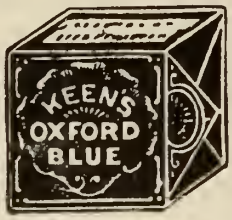
REPRESENTATIVES: — James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg., Man., and Hamilton, Ont.; Ed. Dore, 35 Caroline N., Hamilton; W. J. Armstrong 14 Euclid Ave., London, Ont., etc., etc.

EUREKA REFRIGERATOR CO., LTD.

27-31 Brock Ave. 54-56 Noble St. 21-33 Earnbridge St.
TORONTO, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

KEEN'S OXFORD BLUE



With KEEN'S well to the front in your displays of wash-day requisites, you will find your sales of this famous Blue quick and profitable.

More Laundry Blue is sold in Summer than at other seasons — therefore, keep a good stock on hand and give your Customers the best, which means Keen's Oxford Blue.

Get up a KEEN'S OXFORD display to-day and be convinced of its selling value.

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

Making a "Dollar Customer" Out of a "Ten Cent One."

A cake of shaving soap costs five cents and the average man uses two cakes in the year ..... $ .10

A tube of Mennen's costs twenty-five cents and the average man uses four tubes a year 1.00

By recommending and selling Mennen's Shaving Cream, you not only increase your own profits tenfold, but you do your men customers a real service as well; because Mennen's has shown millions of men that shaving can be made as pleasant an operation as washing the face.

This year Mennen's is co-operating with you more than ever before. A large, new, advertising campaign has just begun in the newspapers and advertisements are steadily appearing in the leading magazines; all bringing customers to your store, helping you sell Mennen's Shaving Cream, and increase your profits.



Keep well stocked to meet the growing demand. Write for attractive window display to Harold F. Ritchie & Co., Toronto.

MENNEN'S SHAVING CREAM

Canadian Agents:
HAROLD F. RITCHIE & CO., LTD.
TORONTO, ONT.

Made in Canada by
G. MENNEN CHEMICAL CO., LTD.
MONTREAL, QUE.

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

VOL. XXX TORONTO, JUNE 23, 1916 No. 25

Those Co-operative Store Failures

Nova Scotia Subscriber Writes About Them and Encloses a Newspaper Clipping of a "Co-operative" Letter—Latter Says Canadian Grocer is Official Organ of the R.M.A., Which is Not So—Why Objections Are Raised Against Methods of The Co-operative Store.

IN Canadian Grocer, May 5 issue, there appeared a despatch from Halifax in reference to another co-operative failure in Nova Scotia and a resumé of condition which intimated that the co-operative stores were somewhat short-lived. This despatch was later quoted in the North Sydney Herald, of Sydney Mines, Nova Scotia, and commented upon by the editor.

It appears that this flared up the co-operative interests in Sydney Mines, and brought a letter to the News of that town. One of our subscribers has written us as follows enclosing a copy of the paper containing the last mentioned letter:

Sydney Mines, C.B., May 29, 1916.
The Canadian Grocer.

Dear Sirs:—Enclosed please find a copy of a small sheet printed in Sydney Mines. On the front page appears a letter replying to an article that appeared in last week's issue of the North Sydney Herald. The editor, after making a few remarks with reference to Co-operatives, quoted what the Canadian Grocer had to say.

After reading this article in the "News," I trust the Canadian Grocer will undertake to tell the deluded public something about these concerns.

We trust to see another article in the Canadian Grocer, further substantiating the remarks of your first one.

FROM A SATISFIED SUBSCRIBER OF THE CANADIAN GROCER.

Charges Against Canadian Grocer

The letter in the Sydney Mines News, above referred to, was written by a "co-operative" as follows:

Editor News:

Sir:—Please give me space in your valuable little paper to make a few remarks regarding an article that appeared in the N. S. Herald, in the issue of May 17th, under the heading of "Co-operatives Proving Failures," which is enough in itself, to start any class of people who take an interest in their living conditions, thinking that we are surely in the clutches of that body of parasites, the so-called "Retail Merchants' Association," a body of capitalist parasites, who have long been a law unto themselves, and have even gone so far as to try to have legislation enacted that would undermine co-operative principles throughout the Dominion, and I can assure the editor of the Herald that for him to quote the "Canadian Grocer" as authority for the coming elimination of the co-operative stores in Canada, is nothing strange to the average man, for it is a well known fact, that the "Canadian Grocer" is the official organ of that same Retail Merchants' Association, and with them the thought is father to the wish, and who are not so much afraid of the co-operative movement in Canada as it stands to-day, but are afraid of what might result, if the bulk of the working class should each comprehend the true meaning of co-operative principles.

He points out in his article two stores that have followed in the wake of many other one-time money saving institutions, which, by the way it is written is meant as a direct slur to the co-operative movement, but he does not give any direct reason why these stores went into liquidation, except as is contained in the last paragraph of his article, in which he says, "The desire for individuality among our people, and the latest antipathy to what may be considered too much community of interest, is probably one reason for the failure of the co-operative movement," and if that is his reason for the failure of the co-operative movement, which, I don't mind adding, is a slight on the intelligence of the working class, then he has found out something that millions of co-operators have failed to realize, for the co-operative movement is world wide, and the same principles that govern the co-operative movement in Canada, govern the co-operative movement in Great Britain, and I would like to impress upon the editor of the Herald that the progress of the co-operative movement is due to "Community of Interest" and good management, which, I have not the slightest doubt, either of these stores quoted in the article, possessed.

If the editor of the Herald cares to visit the store of the British Canadian Co-operative Society at Sydney Mines, he will find that "Community of Interest" is prominent to a very great extent, which is evidenced by the present standing of the Society, and while I do not want to take up too much of your space on this particular point, Mr. Editor, let it suffice for me to say, that the editor of the Herald, or any other person, wishing information regarding the societies' progress, that it will be afforded them, ample and adequate, by Mr. W. C. Stewart, secretary of the society, on application at the store.

I do not wish to enter into any controversy with the editor of the Herald on this question, unless he wish it, neither do I wish to quote any figures as to the stability of the British Canadian Co-operative Store at Sydney Mines, but I do want to impress upon that gentleman, that in spite of the discrimination, and the boycotting used by the Merchants' Guild, and the Buyers' Association of Great Britain, and the Wholesale and Retail Merchants of Canada, the results of the Twenty Rochdale Weavers, who, over sixty years ago founded the co-operative movement, and the progress achieved since that time, shows that the "antipathy to community of interest" is a myth.

Thanking you, Mr. Editor, for space and courtesy,

WIGANER.

An Independent Paper

Canadian Grocer appears to be well known among the co-operative interest as well as among the retail trade. However, the writer of that letter to the "News" is in error when he says that Canadian Grocer is the official organ of the Retail Merchants' Association. This paper is independent of any association or organization in this country or anywhere else. We have always been independent, and always will be. This leaves us open to criticize, if we think it desirable, the actions of any association. That disposes of this contention entirely.

Canadian Grocer has no criticisms to make on the honest above-board co-operative society or association. What we object to, and what we have always objected to, are the claims that the majority of these societies make in their organization literature, and the attempts they have instituted to secure sure class legislation at Ottawa. We again make the statement, which we maintain is uncontrovertible, that these co-operative societies cannot live up to advance notices made in their organization literature in reference to dividends, and at the same time reduce the actual cost of foods to the consumer. Investigation after investigation has been made among the trade, and when cost of goods, plus absolutely necessary overhead expenses are considered, we know that it is impossible for a co-operative concern to pay the claims that many of them make and exist for any length of time. They either have to pay smaller dividends on stock and on quarterly purchases or raise their prices to the consumer above the ordinary. Any concern that starts out with the idea that it is going to reduce actual prices of food-stuffs to the consumer and at the same time pay some of the fabulous divi-

dends claimed is bound to fail in its object. It is this phase of co-operative societies that is objected to by Canadian Grocer. If a society explains honestly and above-board—as no doubt some of them do—that a reasonable dividend will be paid, and that prices will be maintained, then Canadian Grocer has no objections whatever to offer on that score.

After Class Legislation

Everyone knows, too, the gigantic efforts that have been made at Ottawa to obtain special privileges for co-operative societies. Bills have been introduced by some of our most prominent legislators, and it has only been due to hard work on the part of the retailers and trade papers that these bills were defeated. If a co-operative society works under the Joint Stock Co.'s Act like any other joint stock company, then we have no objections. The many failures which have occurred in these societies in recent years in Canada demonstrate that unless these stores are most carefully managed and systematically operated under the Joint Stock Companies Act, they are not a success.

To sum up, if a co-operative society comes out plainly and states exactly what its stock-holders are likely to receive, and honestly what they may expect in regard to prices, why, then, Canadian Grocer has no objections whatever to its existence, providing it does not ask for special privileges not accorded to other joint stock companies.

Holiday Food Tent Inside the Store

How a Quebec Grocery House Caters to Holiday Demand—Points For Building Up a Trade in Holiday Goods—An Original Idea Appeals by its Novelty—Varieties of Goods Shown Beneath the Tent—An Early Suggestion.

As summer days come on, one of the most important problems for the grocer is how to secure and, having secured, enlarge his trade in holiday goods for holiday requirements. The summer months mean a demand from people who are living out of doors or in tents, or else are looking after their own catering in summer resorts. The grocer is, therefore, busy now, or he should be busy, in devising plans whereby he can make up a certain loss which he will sustain by means of some of his customers leaving town for summer holidays, in building up his trade in holiday goods.

It is safe to lay down as a good principle that for the grocer to have a good trade in holiday goods, he must address himself to the class of getting that trade by display methods. Nor should these methods be old and hackneyed. It is the new idea that makes a hit to-day. What one has done a few years ago or last year may have been excellent at the time. But is it not better to go in for something new and novel this year which will exceed in results those of last, which will be new, and will have a new appeal to the very people who saw last year displays? Certainly the novel is the impressive and the result-getting.

An Original Idea

Along this line, one of the best displays we have seen for some time is that in the grocery department of the Paquet Co., of Quebec City. The idea was an original one, and seems to have worked out to good advantage already. In describing the display, it should be pointed out that it was used as early as the second week in May. The early bird catches the early worm in holiday trade just as in other directions, and it is evident that the manager of the grocery department in this store was aware of the fact and seized hold of it, turning it to his own advantage. Although the weather has been somewhat backward for a month or six weeks, the manager of the grocery department in the Paquet Co.'s store took no chance, but put in his display for holiday goods just as early as if the weather had been excellent since the beginning of May.

The exhibit referred to is 20 foot x 25 foot in area, and it is in the centre of the grocery department. It consisted of a large canvas tent. As this tent was the main thing in the display, it was paid careful attention to. It was an attractive tent of large canvas, finished with scalloped edges and red cord.

In the centre was a large swing, six feet high. This swing was decorated at the top with foliage and a large ribbon-trimmed basket full of fruit. This basket was suspended from the swing. In the bottom was placed a large four-gallon bowl, containing gold fish. On the counter, which ran all around the swing, there were such things displayed as what people would need for country life. All kinds of biscuits in packages, canned goods, such as sardines, salmon, soup, spaghetti, pork and beans, and so forth; preserves, jams and marmalade; and the more staple lines, such as tea, coffee, cocoa, chocolate, and catsup. Also, a most important point in the display was the featuring of soft drinks, grape juice, lime juice, and so on, which are a favorite as well as a requisite for holidays. There were also twenty different kinds of cereals.

What undoubtedly made the display even more attractive than the excellent setting forth of the goods just referred to was that the back of counters were set up with fishing rods, lacrosse sticks, bats, balls, gloves and mitts for baseball, and naturally a splendid range of fancy bonbonnieres.

Display That Pulled

In writing Canadian Grocer recently the man who was responsible for this display said that every customer coming into the department stopped to look at this holiday display. He further points out that the display was the undoubted reason of the store securing quite a number of orders from people who take up residence in the country for the summer months.

The inference is obvious. Those new customers represented just so much new business. If the display had only drawn one new customer, and that one a good one, its value was proven. The display brought many new customers and undoubtedly paid for itself.

It was an unusual one, and was calculated to strike the fancy of the average visitor to the store. To anybody who was walking in the store, and who was thinking of taking a holiday, it would suggest that a holiday could be taken quite easily, and the food problem arranged with very little trouble, if the people who made such a good job of the display took over visitor's holiday, as far as food was concerned, and make a good job of that too.

NOW KEEPS POSTED ON MARKETS

Editor CANADIAN GROCER,
Gentlemen,—Enclosed you will find our cheque for Two dollars in payment of our subscription to CANADIAN GROCER to April 30, 1917.

We cannot speak too highly of your paper, as, being off the direct route of commercial men we have had hard times in keeping track of the markets. With our CANADIAN GROCER *coming each week we can easily now keep posted.*

CORNWALL & CO.,
Rockport, Ont.



An exceedingly attractive fruit and vegetable display in which oranges are featured. Trimmed by Bruce McDougall, Ingersoll, Ont.

Orange Window Cleverly Arranged

Striking Summer Display Showing the Possibilities of Making an Attractive Trim When Special Care is Exercised—Patriotic Touch With Flags and Picture of Kitchener.

THE above picture is an entirely new method in the arrangement and display of fruit. It is particularly suitable for the present time. People are devoting their purses these days to fresh fruits rather than to dried. This is the fresh fruit season. Nothing is better and more refreshing on a hot day than an orange, a plum, a dish of strawberries or a slice of pineapple. This fact is evidently appreciated by Bruce McDougall, of F. McDougall, Ingersoll, Ont., whose window display is given on this page.

A sea of oranges is the idea. These form the central base of the window. Altogether something between four and five hundred oranges are used. A line of pines at either side makes a border, from which are built up more oranges. A palm or two are there for decorative effect. So are one or two large vases. Other summery lines take the centre of the window at the back, notably cooked meats, fresh and appealing in hot weather days.

Nor is the popular *motif* forgotten. Kitchener's picture, and a background of flags cater to the thought of the moment, as well as make an attractive setting.

Toronto Grocers Had "Some Picnic"

Fine Weather Put the "Bunch" in Good Humor — All Sorts of Contests — Ladies Present a Fashion Display—Old Faces and New on the Grocers' Excursion.

By Special Staff Correspondent

COBOURG, Ont., June 20.—This town received its annual "startling" on Wednesday last when the seven hundred odd invaders, grouped under the banner of the Toronto Grocers' excursion, arrived. Cobourg has had several raids—one must talk in military terms these days—perpetrated by the same Armada (you're getting your metaphors mixed—Ed.), and knows what to expect when the boat unloads and the several hundred men, women and children are let loose to spend the day. The crowd lived up to its reputation, which was evidently well known, judging by the fact that the whole town turned out to welcome and say good-bye to the hunch. The weather was beautifully fine. Not a spot of rain fell all day, which shows that the grocers knew what they were doing when they left Toronto for a day: it rained there for a couple of hours.

Contests Galore

As usual there were contests galore, held in every conceivable way and place, aboard and ashore. They started as soon as the bunch got on board, and Secretary "Donald" Nicolson, he of the auburn locks, had had a session with the committee and gotten in all tickets, and so on. The competitions were as varied as they were many, and it kept this poor scribe busy following them up! They went through from first to last without a hitch, thanks to the Games Committee, who, in their turn, have to thank "Dave" Clarke as chairman, Donald Nicolson as secretary, and Donald Maclean as treasurer, in whose capable hands was the whole excursion.

The ladies were there en masse. For a moment Canadian Grocer's vision was dazzled by the array of variegated colors. After to-day he will be able to edit any woman's magazine under the sun! He knows all about awning stripes being the outing garb of the moment and from now on will be a competent judge of feminine headgear. Silks and satins, linens and mull made the boat look like a mannequins' parade. Some poor males dipped down into their pockets for it all! The ladies shone everywhere. They ran in the races as if they meant it. At "Killing the Kaiser," they proved adept, though twas whispered that some of them thought the heart of that nuisance was under his right vest pocket.

Contests started off with a marble throwing competition, open to all grocers. Notice that last phrase. You'd have thought by the line-up that they were all in on it. The boat was steadier this year than last, and so the marbles were more easily thrown. On the other hand, not a great many reached their destination. "Tie with Haffey" (of Bloor Street) became a password, which Jerry Burns yelled at everybody whose five marbles all went anywhere but into the pail. There were several who got two out of the five home; notably, Milton Cork, Bert Brown, Tom Scott, W. J. Parks, Fred Higgins, last year's first prize-winner; Harry Macdonald and others. John Davidson was told he couldn't cheat at this game as he could at euchre. Mrs. E. W. Clarke and Mrs. Whitelaw were right there with one marble apiece. The prize, a computing scale, donated by the Brantford Computing Scale Co., was secured by Jack Whelpdale, the only man to land three marbles.

Vicious Jabs at the Kaiser

The number of women who felt a mortal antipathy to the Kaiser was colossal. Blindfolded in turn, and whirled round by "Dave" Clarke, so that they lost all sense of direction, they took the stick and after scaring a score or so of onlookers, who were afraid for their ribs, they jabbed at what they supposed to be the fatal spot in the Kaiser. Who was it said that that was his honor?

The first prize in the Grocers' marble-throwing contest, which was open to members of the Grocers' Section R.M.A. only, was carried by Jack Murphy, who made three shots out of five. Sam McGiffin made six out of ten, and landed in second; while Mr. Hunter, with four out of ten, came in third. There was lots of excitement in this contest; it was held on the return trip on the boat.

A Wedding on This Trip

One of the big events of the boat, on its Eastern trip, was the marriage of Ceylon Tea to Mr. Indian Assam, which was a burlesque worthy of repetition as an indoors performance some time. The crowd on the boat, lined up either side of the "nave" (in this case the forr'ard deck) rocked with laughter when, to the tune of the "Wedding March," in came the bridal party, with "Bill" Miller, solemn and parsonical, in his collar and frock coat. Travellers for "Red Rose" Tea, who put on the show as their "surprise" for the year, were respectively bride and groom, best man, bridesmaid, and so on. The bride fainted time and again as the wedding proceeded, out of joy, it is said, that the groom at last was secure. The climax came when the best man handed the Reverend William Miller his fee—two coppers.

In the Afternoon

The crowd was down early on the greensward (now, then, you're not writing poetry—Ed.) near the lake, and the races began at once. Before beginning to go into details anent these races it is in order to observe that the eagerness with which the judges **surrounded** the lady runners caused a flush to come to our reportorial brow. (Was it envy?—Ed.) "Dave" Clarke was anxious, naturally, to prevent anyone from falling, while Neil Carmichael recognized that the runners required support right after finishing. Donald Maclean assisted in the good work, and provided a very hearty welcome for the groceresses and grocerettes when they touched the tape. How these picnics develop a man's proclivities! Down at the starters' end Fred Thorne and W. J. Parks were right there with a minute inspection of the starting line, every race. Milton Cork trimmed the bunch in the "45 years and over" race for Association grocers. W. J. Parks wasn't far behind, however, and the way "Dave" Clarke finished third demonstrated to everybody that he was only forty-five day before yesterday! The fat man's race was great fun. Loud cries of "Give them air"—we suspect these of coming from Jerry Burns, who is no featherweight himself—caused the crowd to give back. As the runners passed down the line the audience gasped; solid objects hurtling through the air monopolize every breath. Fred Thorne arrived first, with Harry McDonald next, and "Dave" Clarke once more right there for third man. Jack Whelpdale wanted to get in on this, but without his boots he figured he was only 199 lbs. Tough. But he had a computing scale to his credit for another event.

Another race, in which there were four prizes, was carried off by D. Brown, C. Pitcher, E. Wilson and H. Dempsey. This was an open event.

As usual the race for married grocers was some event. These doleful wights threw off the care of married life, and their faces brightened as they toed the line and decided to show a clean pair of heels to their wives for a few moments. W. J. Nichol, F. C. Thorne and W. J. Parks had a scrap for first place, but the race ended in that order. Fifty pounds of loaf sugar was a handy little first prize. The three-legged race caused a good deal of merriment. J. and E. Bar-



1—Jack Whelpdale, who trimmed all contestants for the computing scale. 2—The event of the boat trip was the wedding of Ceylon T. to Mr. Indian Assam. Photo—the bridal party. 3—President Higgins gazing at his field of merry men. 4—"Jerry Burns" no less, the Napoleon of jokesmiths. 5—The fat man's race: W. J. Parks, Milton Cork, Fred Higgins and "Dave" Clarke, ready to start.

ton, one a grocer, the other a traveller, carried off the honors. There was much scrambling and tumbling, and the cameras were busy.

All Eyes on the Ladies

Now we come to the grocerettes and groceresses. We must admit we were all eyes when these began to race. The grocers' wives had a 50-yard run, and Mrs. Pitcher was winner, with Mrs. Leith second. Prizes were also given for another ladies' race by Comfort Soap. Miss Calicot was the top-notcher. This grocerette carried off three first prizes (though she only took two), and certainly was fleet. One got a vision of pink and white speeding down the course. (Once more, you're not writing poetry—Ed.) Reckitt's Blue contest was also a race, and again Miss Calicot was winner, with Miss Friend second.

Other races and contests, both on the boat and off, were conducted by the Minto Tea people (one of whose prizes went to a Red Rose traveller), Weston Biscuit, who had the bunch trying to decipher a slogan printed in French, and "Oxo," who changed their guessing contest to a walking race for ladies, won by Muriel Friend.

Grocers Win Ball Game

Once more the grocers trimmed the travellers in the ball game. This trial of strength has now become a tradition with the picnickers, and two lines of people intently watched the nines contesting for the prize. The grocers' team included Fred Thorne, Jerry Burns, J. R. Richards, W. J. Nichol, W. Black, B. Brown, Milton Cork, Harry McDonald, and Mr. Haffey. For the travellers there were Messrs. Bone, Robinson, May, Patterson, Pudsey, Dallimore, Dixon, Burnett and Davidson. The score was 15 to 8, which was a handy little margin. Mr. Harrington, he of the R.M.A. fame, was the referee. A crackerjack job he made of it, remaining unperturbed through all the questioning. Up to this time in the afternoon's fun he, and Donald Nicholson had been tied up dispensing orders for prizes to the lucky ones. Both deserved and got the thanks of everybody for the pleasant and efficient way in which they handled this end of the afternoon's sports. But we digress; the hats went to Jerry Burns' team. At one time it looked as though the travellers might collar them, but Fred Thorne was some pitcher, I guess! It was an exciting game, and nobody would have laid dollars to dough nuts for a long time on which way it would end.

Coming back again on the boat there was an exciting euchre game. This was for prizes donated by the Toledo Scale Company. Over a hundred took part, and the result was exciting with sixteen people tied. Further games must be played to determine the winners, so we are not able to give their names at present. "Dave" Clarke and Donald Nicolson were in on it, though, as anybody might wager. This time they didn't come in for prizes.

The boat got in to Toronto at about eleven o'clock, and the crowd, tired but happy, separated for home. So ends the 1916 chapter of the Toronto Grocers' excursion.

PICNIC ECHOES

The 1916 one was certainly a "hummer." It looked like old times to see John Butcher and Charlie Shields.

As a speed marvel Panzareta has nothing on Billy Nichol: any grocer who beats him to the wire deserves a good prize.

On form, the travellers' ball team looked the best, but Fred Thorne says runs, not form, win ball games.

The Welch Grape Juice people contributed to the enjoyment by dispensing grape juice to the picnickers on board.

A manufacturer, who often attends the picnic, said: "Well, you can't beat the grocers at running picnics; they always give you something new."

A man of 20 years' standing said: "The personnel of the travellers' ball team has completely changed since the days when Bill Anderson, Jack Pearson, Joe Taylor, Milt. Muldrew and Charlie Parsons were on the firing line.

The Grocers' team has also played many new men since the days when Bob

(Continued on page 29.)

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A MUCH NEEDED MEASURE

SOME two years or so age CANADIAN GROCER along with the Retail Grocers' Association conducted a campaign to have the law in Ontario in connection with debts and their collection changed as being unfair to the retail merchant. It was stated that the Garnishee Act was iniquitous in its working, inasmuch as it offered too much protection to the rogue, and too little to the merchant. The Act has worked out in precisely that way, and grocers are entirely without resource against the nefarious customer, unless he have an income more large than is often the case with the man who buys and never intends to pay.

A Peterboro grocer, in a letter to CANADIAN GROCER, goes into the matter very clearly. He thinks that the minds of our lawmakers should be stirred up to amend the present law. He says:—

> "The present garnishee law is a protection to the rogue as very few of them ever have over $25 coming to them on pay day. But if they knew they had to pay 20 or 25 per cent. out of each pay or if the employer was forced by law to hold that much back till the bill was met, many would pay up without us having to use force. But the way things are now they just laugh at one when we go to collect a bill. I have nearly a thousand dollars out that I could collect within the next sixty days if the law was framed for the protection of the business man instead of the rogue."

This grocer is quite right. An amendment to this law is a much needed measure. No law should be so framed that it enables a number of people who are either rogues or else very shiftless to be in the debt of the man who supplies them their food. A percentage taken from the pay envelope of a debtor and handed to the grocer till the latter's debt is paid is a much more equitable method of dealing with debts. Justice certainly held the scales slightly awry when the present Garnishee Law was framed. New legislation is needed.

BOOST FRUIT CONSUMPTION

THE Fruit Commissioner's office of the Department of Agriculture is busy with a campaign, the slogan of which is "Eat More Canadian Fruit." The Fruit Commissioners recognize that owing to certain trade restrictions the export trade in Canadian fruit is liable to be seriously limited this year. With commendable initiative, therefore, they are inaugurating a plan to interest all Canadians to make up the expected loss by export of fruit by a big increase in home consumption. One of the railroads has already offered its co-operation in the campaign, and by suggestion in its hotel and dining car menus it will do what it can to persuade travelers to rise to the occasion, and increase home consumption.

Right here is an opportunity for the grocer. He should lay hold of the slogan "Eat More Canadian Fruit," and do his share in educating the public so to do. By display, by special effort in the fruit department of his store, by advertising the scheme in his ads. in the dailies of cities and towns, the grocer may materially help towards the desirable end. And, incidentally, he will reap substantial benefit in increased trade. Fish Day this year resulted in enhanced profits for the grocer. Fruit Days will be every day and attention paid to the development of this end of the grocer's business will be beneficial alike to the country's exchequer, to the customer's health, and to the grocer's pocket.

PERSONAL ELEMENT IN SALESMANSHIP

BUSINESS is business—and something else. Upon this something else depends the additional margin of achievement that marks the man who succeeds in a large way from the man who makes a bare living.

That *something else* is the personal element in salesmanship. As far as the selling end is concerned, the clerk who knows the circumstances, the personal qualities and the wants and the peculiarities of his customers is the clerk who will make the most sales, and who will build up a steady line of trade with customers who are good pay and stable in their wants. The salesman who is quick to recall a face or an incident, who is alert enough to offer a timely congratulation or to make a sympathetic inquiry, has a way not only of making friends but of building up a profitable trade.

In this particular, the small dealer has an immense advantage over the larger concern where the cash box is the only bond between the dealer and his customer. The small dealer has an opportunity of studying the lives of his customers with a detail that means his becoming a vital part of their lives and a direct promoter of their welfare. To his customers he is a great deal more than a mere functionary. He does far more for them than handle so much tea and sugar. In a score of ways that circumstances only will bring out, he stands to them in the capacity of adviser and helper. The salesman who knows his customers will aim to render them a little better service each time they favor him with their trade. The result follows that because he knows the necessities of customers who first favored him, he soon comes to know what all healthy minded customers require and finds that his trade expands every month. In this way he discovers his diamond among the customers whom he has won by service well rendered.

AFTER CANADA'S FISH TRADE

GOVERNMENTAL and trade circles alike are watching with interest the attempt by the United States, through a legislator, to divert a certain amount of Canada's trade.

A bill has been introduced in Congress which purposes to restore the trade in halibut from Prince Rupert and Canadian railways to Seattle and American roads. The bill proposes that the shipment of goods in bond through a foreign country (obviously Canada) be recognized only when shipments are bonded from one United States port to another. This is a measure aimed at Canada's trade. Canada has taken one-third of the North Pacific halibut trade because of the marketing facilities at Prince Rupert where the fish is shipped in bond for points in the central and eastern States. The effort of the suggested legislation now before Congress would be to turn this trade back to Seattle, giving Prince Rupert the go-by.

Ottawa opinion is that the bill will fail of its endeavor, and inasmuch as it is a blow at our trade it is to be hoped it will.

EDITORIALS IN BRIEF

THE CHEAPEST service is courtesy, the costliest a lack of it.

* * *

BAD LUCK does not exist: it is a ghost of the imagination that haunts bad judgment.

* * *

WARM WEATHER must be here. The office boy wants to go to his grandmother's funeral.

* * *

A ROLLING STONE gathers no moss. Neither does the retailer who allows his ideas and energies to stand still.

* * *

WE ARE TO HAVE lots of strawberries from Niagara, and they are about due. Quality, 'tis said, is excellent.

* * *

EVERY DOG has his day: even the dacHsUNd. The Russian bear seems to be playing with the tail of the said hound.

* * *

THE MAN who never made a mistake never made anything. But the man who never made anything has made a sad mistake!

* * *

AS AN illustration of how much the public will put up with when it has to, may be cited the fact that Londoners are paying 16½c a lb. for sugar.

* * *

THOUGHTS become words and acts which in turn become habits and by the time they are recognized, they are so deeply ingrained that the breaking of them—if they are bad ones becomes next to impossible.

* * *

A POINT to remember is that in a couple of weeks or so, the time for Ox Heart cherries will be here. This is the cherry which is at its best about the first or second week in July. Prepare for it right early.

* * *

THE WEEKLY HALF HOLIDAY idea gains ground every year. Evidently employers are determined to help their employees to work better while working by guaranteeing to them a half day a week to play in.

* * *

ALTHOUGH HIS MAJESTY was pleased to grant a knighthood to one of the Dominion's weathermen, the latter didn't reciprocate by handing out to His Majesty's Canadian subjects a little decent weather, as yet. Let us hope the warm weather which is our portion in June is really coming this year.

PRAISE FROM A BRITISH READER

The sales manager of a large British firm of bacon curers, who received a copy of the Spring Number of Canadian Grocer writes as follows: "I am in receipt of the Spring Number of Canadian Grocer and it is now as always the finest grocery paper in the world, and I am quite certain that Canada is fortunate in having a trade paper of such a calibre."

What of Prices After Peace?

General Opinion is That a Resumption of Pre-War, Lower Prices Will Be Very Gradual—Views of Some Montreal Trade Authorities—"Ruined Countries" and Dearth of Production Would Prevent Collapse of Levels.

Staff Correspondence of Canadian Grocer.

A SYMPOSIUM of opinions in regard to the probable effect of peace on prices brings out some interesting conclusions. Opinion seems to be pretty well divided on the subject as far as details go, but, generally speaking, it is almost unanimous in believing that aside from a possible sentimental reaction that may result in a sharp break in prices at first, to be followed by recovery later, the decline to a lower level of prices will be gradual and spread over a long period of time, so that it may conceivably be felt less than the present advances in so far as their suddenness is concerned. The demand to be is based on widely differing reasons, varying from the statistical position of the article under discussion to the demand for it by Germany and Austria.

The Shortage in Ships

With but one exception men interviewed, all prominent in their various lines named the ship shortage as the one most likely to maintain prices for several years to come until replacement has occurred and the armies and equipment are moved back to their various homes. A prominent Montreal refiner, speaking of the probable position of sugar after the war, has this to say: "It depends upon the statistical position of sugar in the market at the time peace comes, whether that is this year or five years hence. That is, the known facts regarding rate of consumption prevailing at this imaginary time, the stocks on hand, and the prospects of the next crop. In a general way, however, it is reasonably safe to surmise that with the announcement of peace there will be a sharp break in prices based on a natural sentimental reaction. Then later, the facts will obtrude themselves, the statistical position of the commodity and prices will adjust themselves in relation to these facts, which as we know them now would lead us to believe that sugar would make a recovery to somewhere near the previous price level, and from this point decline gradually over a long period of time, until with a normal production, free interchange of goods between countries and a return to normal consumption, a lower level of prices would be reached."

An Importer's View

John T. McBride, importer of dried fruits, nuts, cocoa-butter, etc., says: "Decidedly, I do not think we need fear any collapse of prices with the ending of the war. So many countries are so nearly ruined, physically speaking, that for a long period of time they will absorb all the best energies of mankind in the upbuilding and supplying of their necessities, so that nearly all lines of goods will be affected. Foodstuffs may be expected to be in a particularly strong position. I look for three years of great prosperity and high prices before the waste of war in men and material has been so far offset as to allow of a resumption of normal prices. Four million men have been put out of action. They were producers of something. Their loss alone would be sufficient to cause a great gap in production without the other loss of idle land and destroyed material.

"The ship shortage should not affect the result at all. The recent diversion of new shipping to Allied trade has already reduced rates 25 per cent. and so much new building is going on that the ships released from military service together with enemy ships now lying idle will be ample for all needs and it is only reasonable to expect an immediate lowering of freights when peace comes. Thus the decline when it comes, and it may not come for a long time after peace, should be a gradual one that will be based on an excessive demand and a depleted production rather than a shortage of ocean tonnage."

Central Powers Bare

S. W. Ewing, of S. H. Ewing & Sons, spice grinders of Montreal, in reply to a question as to whether he thought a sharp break in prices might occur at the conclusion of war said: "No, decidedly not. Germany and Austria will be so bare of supplies that their demand alone will tend to keep prices up. Principally, though, the cost and shortage of tonnage which may be more acute in the future than at present may be expected to maintain prices at a high level for peace will put the new burden of carrying armies and equipment back to the countries of their origin so that the net result on rates will be almost identical with the task of carrying to the war zone. There may, of course, be a panicky period for a short time but general conditions will tend to pull prices up and maintain them until commerce becomes established again in its definite channels."

J. D. Hutchins, president and managing director of John Duncan Co., Montreal, says: "Opinion is pretty well divided on prospects for tea prices after the war. Japan teas have not felt the advance appreciably as their only market is the American one, but blacks have advanced roughly speaking on an average of 10 per cent. since the outbreak of war.

"Opinion is very contradictory as to prospects. Some well informed authorities look for a positive boom in the tea trade; others fear depression but it seems reasonable to suppose that prices will on the whole maintain the level set by the war. Possibly a sharp slump will occur when peace comes but the actual demand of the large armies in the field may be expected to pull prices up again. It is certain that the armies cannot be all disbanded at once. It will require a couple of years and they must still drink tea and eat—possibly more than usual in the relief of loafing in camp and barracks. Feeling in the tea trade is very strong in the matter of holding that prices in the past and to a large extent to-day are not based on actual costs so the whole tendency of thought and action in this respect will be toward a maintenanee of the higher level which is of course a factor to be reckoned with in estimating the future."

As to Flour

One of the largest millers in Canada has this to say about flour and grains: "Flour of course follows wheat in its price fluctuations and wheat is notoriously open to speculation. Still even speculation must be based on the presence of certain definite facts that in the final analysis will govern the price. These facts are that in the first place, flour almost alone of the staple foods has not advanced abnormally in price and naturally retains that much more of potential strength. Whilst most lines have advanced tremendously, flour is only about 90c a bbl. more than it was before the war, and even this advance cannot be regarded as due to war alone as a similar or greater advance has previously occurred in peace times.

"Also, the present advanced price of flour has not kept pace with that of wheat: wheat runs from $1.10 to $1.16 a bushel, an advance of 30c over the ante bellum price of 85c. A barrel of flour requires four and a half bushels of wheat which at the advanced war price of 30c a bushel would mean that flour should be selling at $1.35 advance per bbl. to be even with the wheat market. As it is flour is selling at $6.80 a bbl., which is only a 90c advance over the old price and so gives a 45c a bbl.

difference in the consumer's favor.

"At present we are faced with the certainty of a very much reduced wheat crop so that if peace comes within the next year the conditions just outlined should have some bearing on the general situation which in turn points to the conclusion that there will be small likelihood of a decline for a year or two after peace. At least not until things have become more normal. Whole countries will have been ruined and not only their export trade cut off, but their very sources of production annihilated. And that one prime factor will ensure a good demand for wheat until these countries have once more been put on a producing basis. So this will predicate a gradual decline of prices if one occurs at all."

C. B. Hart, importer of dried fruits, nuts, etc., says: "Any declines that may occur after the war may be expected to occur gradually owing to the presence of large armies in the field and in barracks for a long time to come. Even peace will not bring immediate disarmament but rather a long series of conferences that will require the active backing of armies to accomplish anything. So consumption will continue to be abnormal and production greatly curtailed and the freight shortage will continue until all the troops and their equipment have been moved to their various destinations and all the shortages of the various markets have been made good."

Conclusion of Manitoba R.M.A. Convention Report

Retailers and Wholesalers Get Together

Rather Warm Session on the Last Day of Manitoba Retail Merchants' Convention — Grocer, Hardware and Dry Goods Jobbers on the Carpet—Both Sides Advance Good Reasons for Their Attitude.

PROBABLY the most important feature of the whole convention was the meeting between representatives of the wholesale houses and the retailers, which occurred on the last afternoon of the convention. The president divided the time up as follows:—grocers half an hour, dry goods half an hour, clothing, boots and shoes and hardware a quarter of an hour each.

Right at the outset, H. H. Pigott, credit manager for the J. H. Ashdown Hardware Co., rose and drew the attention of the president to the fact that a great mistake had been made by not arranging to have discussions in which the credit men might take part. There was no more important question they could discuss than credits given by jobber to retailer, and by retailer to consumer. Mr. Pigott was about to continue when W. H. S. Hill, of Hartney, arose and objected to Mr. Pigott bringing up this matter, as the question of credits was not on the program.

Mr. Rannard—"The question of credits was settled at the banquet last night."

Mr. Pigott—"This is the first time I ever knew it to be fixed."

Mr. Rannard—"It is going to be cash; there wont be any question of credits."

Mr. C. W. Paynter, Tantalion, Sask.—"What will the credit men do for a job?"

Mr. Rannard—"They will go out of business."

A. Macdonald Invited

The discussion with wholesale grocers coming first, Alexander Macdonald, president of Macdonald-Consolidated, Ltd., was called to the platform, but objected, remarking that he would let Mr. Montgomery do this, as he was the latest addition to the list of wholesale grocers (Mr. Montgomery is president of the Merchants' Consolidated, Ltd.)

At this point, it was noticed there were very few representatives of the wholesale houses present, and the question was asked if the wholesalers had been advised of this meeting. The Secretary said that the Credit Men's Association had been advised, and he understood that they had informed the wholesalers. Somebody drew attention to the fact that evidently the wholesalers had thought the credit men were wanted, as most of the representatives present were credit men.

C. H. S. Bamford, sales manager of the J. H. Ashdown Hdwe. Co., rose and said that most of the questions had been settled, and if there were any other matters, their customers knew where their office was, and they would be glad to have them come around and settle it with them. He added that the wholesalers had not been invited and that, when the credit men came, they were turned down.

Mr. Rannard, the president, said that he could not call up every wholesaler in town, but that he had got in touch with as many as he could.

A representative of the Credit Men's Association who was present, said that he had called up all the wholesalers as requested. So it was decided to go ahead with the meeting.

Combine Goods

D. A. McKenzie, Souris, said he dealt mainly with Brandon houses. Recently he sent in to Winnipeg for certain lines of matches and yeast cakes. He was informed by the wholesaler that they would not handle combine goods. He did not think that was fair. If the merchants were to be treated that way, they should make a dead set against combine goods. He wanted to know "why." If the jobber was going to allow the manufacturer to dictate to him, what use was the jobber to the retailer?

At this point A. Macdonald took off his coat and went up to the platform, amid loud applause. He said that when anyone made a challenge, he invariably took it up. People said of him that he would rather fight than eat. What had been said by the last speaker was quite correct, but it did not apply to his company. They were fighting the combines, and would thrive on it.

Mr. Macdonald's Denial

Mr. Macdonald was about to leave the platform after thanking them for the opportunity of speaking, when the president asked if there were any questions. A delegate wanted to know if it was true as reported that Macdonald-Consolidated Ltd., were behind a chain of retail stores in the city of Winnipeg. Mr. Macdonald replying, said that he was glad to gratify their curiosity, adding that some of his competitors were going around with all kinds of reports. He wanted to get the man's name who was doing this, and put him on their payroll. The more he talked, the bigger the cheque he would send him; he did not care if it was for or against. He admitted having heard these reports, but said there was not a dollar of his money in the chain of stores referred to.

Mr. Macdonald added further that he hoped the people behind these chain of stores would make a success of it; they were practically following out his own suggestion, and others had to come to it sooner or later.

W. C. McShane, Souris, said that he had ordered a car of soap, paid cash for it, and distributed it among a number of dealers in his district. They tried to get another, but failed. He went to the wholesalers, and at last succeeded in getting another one at an advance of 50c per box Since then he had not been able to buy another car, and he wanted to know why. Were the wholesalers working against them?

Mr. Macdonald—"The question answers itself. What was the brand of soap? However, it makes no difference, we can't buy it ourselves." He mentioned a number of other lines which they were unable to buy, adding: "They can keep them, and you are going to help us."

Cartage Question Raised

Mr. McShane brought up the question of wholesalers charging them for cartage. They were charged f.o.b. Winnipeg, yet were charged cartage at both ends. Why, he asked, should they have to pay cartage when they were charged f.o.b. Winnipeg?

Mr. Rannard—"I am surprised to learn that, as the wholesalers deliver goods to us in the city without any charge. It seems to me they would be only too glad to do the same in the country."

Mr. McKenzie—"We pay cartage at both ends."

A Winnipeg dealer in the audience was asked to state the facts. Mr. Treleaven, of Treleaven & Campbell, replied that anything they bought in Winnipeg was delivered free of charge, but for anything bought in Toronto they had to pay cartage both ways.

W. M. Chambers, Hamiota, objected that the discussions were getting down to small things, what they wanted was to discuss the question: "How to buy right, and sell right." He caused somewhat of a sensation by stating they could buy better from Eaton's than from the wholesalers. He admitted having done it within the last two weeks. All winter he had been ordering nails and pipe from Eaton's because he could not get the same price from the jobbers. He said he was a member of the Merchants Consolidated, and was forced to join it by existing conditions.

At this time Mr. Hill, of Hartney, brought up the question of mail order houses being supplied by Winnipeg jobbers with shorts, adding that the jobbers were dependent upon the retailers for existence, yet their stocks were open to mail order houses any time they were in need.

Cartage Question Again

The discussion then veered around again to the question of cartage, and a manufacturer who was present offered to explain. He said that some time ago the Railway Commission agitated for lower rates, and reduced the freight, say to Hamiota, from 40c to 37c. Thereupon the railway company put on an extra 3c for cartage to make up the difference. That was where the charge originated. He said he was glad the question had been brought up, as they had had to thresh it out themselves over and over again with their customers.

Mr. Pigott—"Does it not come back to the expense question? If the dealer does not pay cartage, the jobber must put the cost into the price of the goods."

Mr. Montgomery drew attention to the fact that if city merchants paid this cartage, it would be so much less for those in the country to pay. Then those in the city asked why the merchant in the country could not make his store run. When they bought from Eaton's they had the goods delivered to them, and the cost of the goods was less.

Mr. Trowern, Dominion secretary.—"This question comes up at every convention, and it is usually settled this way: Half in the room say 'Why do you pay it, we don't pay it.' The members all get up, one after another, saying, 'I don't pay it,' and the other, 'I pay it.' It looks to me as if there is something rotten in the State of Denmark. It is not the manufacturer who is charging it. The cartage companies and the railway companies are separate. Then is the jobber discriminating against the dealer in the country?"

Mr. Pigott—"You are wasting time. Why not appoint a committee to meet the wholesalers on this question, and any other question? We have not representatives here qualified to speak on this matter."

Mr. Montgomery then moved, and Mr. Beaudry seconded that a committee be formed for this purpose.

Dry Goods Discussion

The time given to grocers having expired, the president announced that dry goods would be taken up at once, and invited Henry N. Belcher, managing director of Gaults, Ltd., to the platform. Questions were invited, and the first one proved a puzzler for Mr. Belcher. Mr. Hill, of Hartney, asked what was the price of 12 quarter flannelette blankets.

Mr. Belcher—"We would need a big portion of our staff here to answer some of the question that are being asked. I must admit that I do not know the price of 12 quarter blankets, but I am going to answer any other questions I can, whatever may befall me. I am glad we are able to get together and talk these things over. Now, take the question of freight, it is not a difficult thing to explain. The wholesalers don't care whether this is charged direct or otherwise. It is an item that has got to be borne by the ultimate consumer. It is one of the incidentals. The only way for you to get over this would be to say: 'We are not going to pay that, but you can put it on the price of the goods.' I might say that some of your complaints made at this meeting have been just, but they do not apply to all the jobbing houses of the city. Mail order houses are unable to secure goods from the house I represent. Some time ago we wrote to the only mail order house we were supplying, and told them that we could not sell them any more. We felt that our whole duty was to our retail friends. We will support the retail trade, as we know no good can come to them that does not help us. Now, as regards packing, we pay packing on all goods coming in, which is about four times as heavy as that charged to the retailer. We are compelled to lose the difference, and until there is some other way of dealing with the matter, somebody must pay. If we got cases for nothing, we would be glad to give them to you. The man who makes the cases must be paid for them."

Mr. Hill, of Hartney, asked somebody in the meeting to state the catalogue price for 12 quarter blankets. Somebody said that it was $1.39. The wholesale price, he said, was $1.60, which was 21c higher than the catalogue price.

Jobber's Explanation

Mr. Belcher—"I would like to see them. I know they are seconds, but I would like to see them side by side. If they are the same, then the explanation is that the catalogue houses have bought when the market was low, or else they are selling them for less than they gave. You cannot prevent a concern selling at any price they please."

Mr. Hutchison, Saskatoon—"It seems to me that you are going around in a circle. I have been listening to your discussion on cartage; that is a question we have discussed over and over again for the last three years. If this convention would appoint a good strong committee to meet with the jobbers of the West, and let us go into the matter thoroughly, we could work out a solution for meeting our bitter enemy, the mail order house. We could spend a whole week here, and not get any further than we are doing. In Saskatchewan we found there were points in favor of the present cartage system, and I am surprised that the jobbers present have not brought them up. We have practically decided that the present system is a good one economically."

Discussing M. O. Houses

Mr. Chambers, Hamiota—"Are the wholesalers going to give us any protection against the mail order house? It is not only nails, but many other articles. Mr. Bamford says that the mail order houses are only doing 6 per cent. of the business; then if the jobbers represent 94 per cent., why cannot they go to the manufacturer and do something?"

Again Mr. Hutchison suggested that this matter be left in the hands of the committee, and Mr. Rannard replied that the president of each Provincial R.M.A. Association would form a committee, and meet the wholesalers of the West, and he hoped that each retailer present would send in examples of what they considered injustices.

Mr. Chambers—"In the meantime—it has been in the meantime for many years—and all this while we have been meeting with all kinds of trouble from the manufacturer. We don't want to eliminate the jobber, but these committees have been conferring with them for years. Why not join in with the Merchants' Consolidated?"

Must be Practical

Mr. Belcher—"We would be only too glad to do anything, but your suggestions must be practical. Now take the question of nails; you can't charge me with having any personal feeling on this question, as we don't handle nails. I am given to understand that there are 495,000 kegs sold, and that 5,000 kegs got into the hands of a local concern, who used them to break the price. I understand that you are asking the wholesale trade to control the 495,000, but to prevent the 5,000 getting away. I have heard that the 5,000 kegs were bought from small mills. It is humanly impossible to prevent the mail order houses getting their supplies from some source. Take blankets, for instance. It is hard enough to control Canadian mills, but what about the American market? You must be practical. Don't blame us for not doing the impossible. I am satisfied the wholesale trade will do anything they can, as our living depends on satisfying the retail trade. We have no other outlet for our goods. You don't need a committee to meet us. Mr. Chevrier of your association has been into our office several times with complaints, and in every case he went away satisfied that we were doing the right thing."

Mr. Pigott—"I would like to reinforce that statement. Yesterday I spoke to our manager, and he said the mail order houses had bought the whole output of a certain mill, and had cut the price."

Mr. Bamford—"We can take care of the big concerns, but as far as some of the other ones are concerned, we cannot; we have tried, but it gets away from us. If we could, we would do it quickly."

Mr. Montgomery—"All honor to the little mills that won't be controlled."

Mr. Hall, of Transcona, asked why something could not be done to establish a fair price for goods, just as the labor unions demanded a fair wage. He spoke of paying a high price for brushes and seeing them in a local department store at 10c each. He believed the store paid more for them, but they were using them as a leader. They should insist on having a fair price for goods, and he was sure the workmen who made the goods would back them up.

Mr. Pigott's Last Word

It was apparent that the meeting would soon have to close, as the time was gone, and several lines of merchandise had not been discussed. Mr. Pigott, sales manager for the J. H. Ashdown Hardware Co., rose and asked the delegates to think hard, between now and their meeting next year, how they were going to eliminate bad debts, pay their own debts, and look after interest charges. To put this country on a cash basis was a hard proposition; the jobber had put many of those present in a position where they could do it. He noticed men in the Merchants' Consolidated, and remembered when they were not in a position to buy except from the jobbers. They were now spending their money direct to the manufacturer, but what, he asked, about the man who must continue to rely on his wholesaler? They were giving him the go-by. There had been considerable said about fighting mail order houses, yet the country stores continued to show good profit. He had a man come to him recently who complained that he could not stand mail order competition any longer, and he was going to sell out. He asked him if he made up his balance sheet, and he replied that he had not. Mr. Pigott told him to go home and make it out. When he did, he showed a profit of $4,500. He gave another example of slip-shod methods of country merchants. A dealer came to him and asked him to collect notes for him. He promised to do it. He found that they were dated from 1910 to 1913. He had probably been keeping them in his safe all that while.

President Rannard remarked that it was men like this who had stayed at home, and were afraid to leave their businesses to attend the convention.

Making the Most Use of All Your Assets

Speaker at Manitoba R.M.A. Convention Deals With Each One, and Tells Dealers How to Get More Business—Good Advice For Dealing With Clerks.

ONE of the speakers on Tuesday evening—the first evening of the convention—was A. L. Struthers, who was described by the chairman as another Sheldon. Mr. Struthers took the subject, "Getting more business".

He suggested that the merchants in preparing to get more business, make out a list of the things they had in their store to work with. He advised them to make this list out while they were in Winnipeg, as one could get a better perspective away from home. After making out this list they should arrange to use strongest assets more than they has been doing. They had the newspapers, the mails, the telegraph, the telephone, catalogs, store equipment, and lastly their clerks—probably their biggest asset, not only for service but because of the great free advertising force they might be converted into. Then there was their own personality.

If they were going to use the mails, they should see that circular matter they sent out was first-class stuff. He recently met a druggist who complained that the people in his town were dubs because they did not reply to his circulars. He looked at the envelope and found it to contain cheap paper, of various colors, the whole thing lacking a personal touch. If, said Mr. Struthers, they were to fight the long arm of competition, they could beat them by giving the personal touch themselves.

As for the telephone, if they had ten minutes leisure, it would pay them to call up and tell customers of special lines. Here was something else that the long arm of competition could not do. It should be done right. The merchant should hold a conference with his clerks and decide what they were going to tell customers on the phone. This should be done even if it was necessary to write down what the clerks were to say. There should be no guess work about these telephone calls.

Mr. Struthers spoke lightly on the question of equipment, but left no doubt in the minds of his hearers that $100 spent on good equipment would bring big results.

As for catalogs, he would have his own catalog, using the mail order houses' own weapon. He would want the manufacturers to print it with prices. It was said of Sears-Roebuck that if they had a foot rule to sell, they always said that it had twelve inches. The retailers should get the manufacturers to assist them in making catalogs and doing advertising; and the manufac-

turers were only too anxious to do it.

The speaker said they ought to advertise as second or third price stores, drawing attention to cash prices and credit prices. What was the use of worrying about losing the good-will of a man if it was necessary to be his banker? When asked price for stoves, the merchant should say $40 for cash, or $60 if the customer wanted a year.

He recommended liberal treatment for the local newspaper, suggesting the dealer state his price every time. The retailer could not afford to go into the general publicity business. Signs on trees and barns might tickle their pride, but it was no good unless they stated their price. If there was any general advertising to do, it should be left to the manufacturer do it.

Coming to the question of clerks, Mr. Struthers said this was an enormous force if used right. How was it, he asked, that some clerks brought trade and others drove it away? They were the teachers of their clerks, and were getting more or less business in proportion to the attention they paid them. There were some clerks who knew their goods, were courteous to customers and were giving service; there were others who did not know their goods, were discourteous, and always seemed to rub the fur the wrong way. The speaker recommended making each clerk a specialist, giving them a title, even if there were only two clerks in the store. They should have conferences and team play. Big institutions had meetings of heads of departments, and why should not the small store?

The clerk should also be taught to make use of positive suggestions to say "Yes" instead of "No", not to say "nothing else to-day", or "don't suppose you would like to look at some socks". By using such suggestions, the clerk made it easier for the customer to say "no". How much easier would it be to invite a customer to say "yes" by suggesting "that's pretty" or "will you buy the whole outfit". They would avoid expressions like this, "will it pinch you to pay that by Saturday night?" Such an expression suggested that it might pinch.

Mr. Struthers told an amusing story of an insurance agent who was closing up a prospect, and repeatedly made use of the expression "you will never regret this as long as you live." The boy's mother was sitting by, and heard this so often she asked "Now are you sure you won't regret it?" If the agent had never mentioned the word "regret" the business would have been closed there and then, whereas he lost it.

In making sales, the expression "that's a beautiful rocker let me send it up," should not be used; that was calling for quick action. They should let the customer sit in the rocker, and get a decision by easy stages, keeping step with the customer's mind.

Mr. Struthers made several suggestions regarding the handling of complaints. Every day there was somebody complaining of the driver being discourteous to the maid, or entering the house with muddy feet. The clerk should not say, "I don't believe a word you say." This would be better—"I can understand how you feel about this matter. (That is swinging towards the woman's side.) However, mistakes happen in the most regulated families. (Now you are swinging to your side.) You believe in British fair play. (A little more to your side.)" Of course the woman will at once admit that she believes in British fair play, then promise to give the clerk a good talking to, and settle the matter up that way, taking care not to talk to the clerk while the customer is present. In all such cases, the clerk should apparently side in with the customer, but "apparently" only.

There was also the important matter of getting quick decisions in a store when the store was crowded with people, and only a few clerks there. There is the woman who is taking a quarter of an hour to spend 25 cents. The clerks should bear in mind that there are five or six problems in the sale to be decided before the customer comes to a conclusion, such as the color, size, weight, when wanted, by freight or express. After all these minor matters had been settled, the big decision was arrived at. The successful clerk would quickly get a lot of these minor decisions settled, and thus deal with the largest number of customers in the smallest possible time.

Coming down to the question of dealers' personality. The speaker advised him to have courage in his own store, to be optimistic. There were many men who were thinking that business was going wrong and allowed themselves to talk to themselves accordingly, and soon they looked the part and people soon thought they were going down hill. It did not matter what others said to them, as what they said to themselves.

They should have open minds; perhaps they would be stung two or three times, but they could charge that up to education.

In conclusion, Mr. Struthers said: "The fight is on, and the price war is not the only phase. Manufacturers will help you if you wish them to. Make use of all your assets. If you will make out that list as I suggested, and work everyone of them a little more, you will be more prepared commercially."

Letters to the Editor

A CORRECTION

The Editor Canadian Grocer:

Dear Sir,—In your issue of May 26th last you publish a special letter from Winnipeg relating to the late firm of Nicholson & Bain. I wish to point out that the portion of your article referring to the formation of the late firm is incorrect. The business of W. F. Henderson & Co., was purchased by me after the death of Mr. Henderson, and the business was carried on by me for some years under my own name, Mr. Bain being employed by me until the formation of the partnership of Nicholson & Bain.

I trust that a correction to this effect will be published in the next issue of The Canadian Grocer with the same prominence that the article referred to received.

Yours truly,
E. NICHOLSON.

Winnipeg, June 15th, 1916.



Pte. J. P. Glocking, has been missing since the Battle of Langemarck in April, 1915, and is now reported killed in action. He enlisted in the Queen's Own Rifles' quota for the 3rd Battalion and went overseas with the first Canadian division. He was 23 years of age, and though a photo engraver by trade, was employed by the Salada Tea Company of Toronto, before he left for the front.

* * *

Pte. Frank Winton. He is reported missing. He was in a machine gun unit. He is 20 years old, and was employed by the Red Rose Tea Co. He is the son of Mr. and Mrs. F. Winton, of Toronto.

* * *

John Hunter has just been appointed as a sub-lieutenant in the motorboat service of the Royal Navy. Mr. Hunter was an employe of the Harris Abattoir Company.

* * *

Archibald J. Gillespie, officially reported wounded, has been in the trenches about five months. Before going overseas last fall, he was employed by Weston's Bakery in Toronto as a traveler.



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec and Maritime

The young son of Fred Crepin, merchant, was drowned in Chateauguay Bay this week.

John Donaldson, manager of Calcutta office of the John Duncan Co., of Montreal, left last week for the West en route to Calcutta via the Pacific.

E. M. Emery, advertising manager of the Lake of the Woods Milling Co., Montreal, is the father of a newly-arrived boy.

J. Lemaistre, general merchant, of Cote St. Paul, Montreal, has made alterations in his store, which have greatly increased the size of the grocery department.

Retail grocers in St. John, N.B., will close at one o'clock on Saturdays during July and August, reopening in the evenings.

Frederick Smyth, accountant with Baird & Peters, wholesale grocers, St. John, was married recently to Miss Grace McDiarmid.

Fred Hughes was mentioned last week in this column in the wrong connection as being a traveller for Chaput Fils et Cie. He is instead a traveller for Hudon Hebert et Cie, of Montreal.

Thomas W. Morison, formerly a prominent grocer in the north end of St. John, N.B., and for the last eleven years chief clerk of the civic department of public works, died on June 14, aged 56 years.

The D. Hatton Co., of Montreal, have been awarded the contract to supply the 30,000 soldiers at Valcartier with their fish for the remainder of their stay there. The contract will run to from 10,000 to 12,000 lbs. weekly.

The following men were introduced on the Montreal Board of Trade during the week: J. T. Powell, Birmingham; Aubray N. Lernon, Nobel, Ont.; J. E. Johnson, Liverpool; L. Goldie, Guelph, Ont.; Robert Black, Ottawa; S. J. Cherry, Preston, Ont.; A. N. Mercier, Rigaud, Que.

Ontario

T. Dextras, of Cornwall, grocer, died this week.

W. G. Maclean, of Toronto, sold out to Mrs. John T. Elliott.

A. J. Smith, of Orton, general storekeeper, is succeeded by George Pringle.

William Dale has resigned his position in Henry's grocery store in Hespeler, and is now working on munitions.

F. H. Elliott, Harriston, has purchased the grocery business of G. A. Cook, four doors east of Hotel Bowman, in Bowmanville.

P. H. Kolb, of St. Thomas, who has been manager of the Noble Biscuit and Candy Manufacturing Company for some time past, has accepted a position as superintendent of the Willard Chocolate Factory at Toronto.

The Thursday half-holiday plan in Chatham seems to be meeting with more general approval this summer than it has before and the majority of the stores will be closed on that half-day. Practically every line of business has agreed to the plan, and a general half-holiday for clerks in stores and offices seems assured.

Damage amounting to about $15,000 was done by fire to the factory of Lumsden Bros., and also to the Jersey Cream Factory, owned by the same firm and adjoining its other premises on Macnab Street North, in Hamilton. The origin is not known. It is thought, however, that two coke stoves in the candy department probably became overheated and caused the fire. In the Jersey Cream factory, machinery valued at $25,000, as well as a heavy stock, was lost. A large quantity of coffee, tea and spices in stock in the building, was also destroyed by water and smoke. Considerable insurance was carried by the firm.

Western Canada

Mrs. W. J. Maclean sold out her store at Nokomis, Sask.

C. G. Stewart & Co., of Kindersly, Sask., have moved to Holbecle.

Fisher Bros., meats and groceries, of Calgary, Alta., has discontinued.

H. P. Pennock & Co., Winnipeg, have been appointed agents for Paris Paté.

W. A. McKay, of the Codville Co., Winnipeg, has been on a business trip West.

L. G. Waljey, of Ogilvie, Man., general store, is succeeded by F. Worthington & Co.

Mr. Chapman, for some time head clerk in A. Astbury's general store in Russell, Man., left to enlist.

W. B. Amos, of Russell, Man., was visiting the Kamsack, B.C., branch of the W. B. Amos & Co.'s store recently.

The Kerrobert Mercantile Co. has been incorporated with a capital stock of $100,000. The head office of the company is at Kerrobert, Sask.

A. Schoenleben recently purchased an interest in the wholesale grocery business of Brock, Kelly & Love, Weyburn, Sask., and is now associated with the business.

The death occurred of L. F. West, a well-known merchant in Vancouver, B.C., and a brother-in-law of H. C. Brewster, the popular Liberal leader.

The annual picnic of the Winnipeg Caterers' Association will take place at Winnipeg Beach, July 19. Last year it required seventy-two coaches to carry members and friends, and this year extra trains will be run.

The late Mr. West was born in Harvey, Albert County, New Brunswick, about 64 years ago, and was a successful merchant there up to 14 years ago, when he decided to come West. Settling in Vancouver, he conducted a successful grocery business for some years.

The retail grocers of Fort Rouge, Man., have arranged to close their stores at 1 p.m. on Wednesdays during the months of June, July and August. An agreement has been entered into, which includes practically all the grocers excepting one, to adopt closing on Wednesday afternoons. The merchants are of the opinion that this action on their part will not work a hardship upon the public once it becomes generally known, and will be highly appreciated by their salesmen.

The head office of Hamblin & Brereton, manufacturers' agents, will be moved from Winnipeg to Toronto. This firm has been developing a business in Ontario for the last fifteen months, having an office in the Board of Trade Bldg., Toronto. They will move into larger quarters. W. H. Hamblin will be in charge in Toronto, and G. C. Brereton will remain in Winnipeg in charge of Western business. There was formerly an office in Vancouver, but this was closed a year ago.

R. M. A. TO WINNIPEG

The Dominion Board of the Retail Merchants' Association are to hold their annual meeting this year at Winnipeg. The meetings will be held on August 8th, 9th, and 10th.

Sugar Firmer: Beans Still Advancing

Dull Sugar Market of the Last Month Gives Place to Liveliness—Several Slight Advances in Dried Fruits—Molasses Firm; Stocks Hard to Secure—Teas of Inferior Quality.

Office of Publication, Toronto, June 22, 1916.

THE outstanding event in the grocery market this week has been the change in situation in the flour market. To begin with, there has been an alteration in freights, applying only to flour and grain. Ocean vessels which have to take a certain proportion of flour in their cargoes report they have not the demand for space on their boats in July and August that has been the case for the past year, every month. Freight rates have therefore been reduced on flour and wheat. Boston boats are offering local flour exporters a rate of 60c a cwt. as against 80 and 95c normally, going to London and Glasgow, while Montreal boats are down as low as 65c and will probably go lower than that. Space for wheat is offered as low as 30c a bushel. Not long ago flour space cost on an average about $1.15 cwt., while wheat was going at 45c a bushel. This change in the freight situation is indicative of the change in the flour market during the last week. First patents Manitoba flour dropped 20c and this was not in any sense due to a declining wheat market; the latter after its usual fluctuations and vagaries actually settled 5c higher than at this time last week. The reason for the drop in flour is somewhat difficult to understand, but it can be put down as chiefly due to the lack of cable enquiry from England. British and other overseas buyers appear to be fairly well loaded with flour stocks at the present time and enquiries are few and far between. Hence the decline in levels, which has nevertheless so far failed to secure very much more business.

There has been a period of something like weakness in the sugar market which has lasted now for a month or more. During this time market values lost something of their strength, but a full recovery appears to have been made, which fact is indicated by an advance in raws from the low point of a month ago to the high point of the week before that. The stimulating factor appears to have been more export demand for American refined sugar which, during the last few days, has reached something like its usual very considerable extent. This cleared the air a good deal in New York. Sugar men were beginning to wonder what was the matter. The American domestic demand was slow and with the cut-out in European buying the sugar market looked weak and unstable. The fact of overseas buying being recommenced, however, relieved the situation considerably and the market is considerably firmer. So far as Canadian refined sugar is concerned, prices are still unchanged as the local trade is somewhat slow. This is possibly due to the backward season. The tone of the market, however, is very strong and it is thought that very shortly there will be a revival of heavy purchasing for home consumption, should we get, albeit belatedly, a little warm weather.

The cold weather is having an undoubted effect on the new-laid egg market. Prices have advanced from 1 to 2 cents this week and this was almost wholly due to the fact that deliveries were very small. We are also in the middle of a time of unbounded consumption, and here again this is partly on account of the weather. It is a notable fact that during hot weather people will not eat as many new-laid eggs. In cold weather the converse applies. Hence the rise in new-laids this week.

For the first time in many moons cheese levels sank a cent or two this week. Prices at country boards dropped about a cent this week, and the situation is notably easier. This is in part due to a much reduced demand from England, where prices also have sunk recently.

MARKETS IN BRIEF

QUEBEC MARKETS.

FRUITS AND VEGETABLES—
- Cabbage and turnips higher.
- Old beets up 50c.
- Peaches decline 25c.
- Tomatoes firmer.
- New potatoes down.

FLOUR AND CEREALS—
- Flour decline 20c.
- Feeds weaker.

FISH AND OYSTERS—
- Gaspe salmon low.
- Fresh halibut strong.

PRODUCE AND PROVISIONS—
- Pork lines, unchanged and firm.
- Eggs higher.
- Butter firmer.

GENERAL MARKETS—
- Beans higher.
- Canned lines firming up.
- Sugar uncertain.
- Paper bags advance.

ONTARIO MARKETS.

FLOUR AND CEREALS—
- Patents 20 cents down.
- Feeds off color.
- Wheat practically stationary.
- No change in cereals.

PRODUCE AND PROVISIONS—
- No change in meats.
- Butter's peculiar position.
- Eggs slightly higher.
- Cheese levels drop.

FRUITS AND VEGETABLES—
- Cold weather impeding delivery.
- Oranges firm and high.
- Cabbage much lower.
- Slight drop in potatoes.

FISH AND OYSTERS—
- Frogs' legs selling.
- Trout scarce and higher.
- Whitefish at 14c.
- Haddock sells well.

GENERAL GROCERIES—
- Currants very firm.
- Dried fruits advancing.
- Teas of bad quality.
- Sugar much firmer.

MANITOBA MARKETS.

FLOUR AND CEREALS—
- Flour still $6.60 bbl.
- Domestic and export quiet.
- Embargo affecting business.
- Feeds have easy tendency.
- Cereals quiet and unchanged.

PRODUCE AND PROVISIONS—
- Hogs unchanged, $9.75 to $10.
- No. 1 creamery brings 28 to 29c.
- Quality of eggs poorer.
- Strictly candled eggs, 25 to 25½c.
- No feature to cheese market.

FRUIT AND VEGETABLES—
- Hood River strawberries up.
- Sweet potatoes off market.
- Melons and cantaloupes in.
- Decline in Mississippi tomatoes.
- California lemons now $6.

FISH AND POULTRY—
- Fresh salmon going up.
- Fresh halibut still 11c.
- Only staple lines selling.
- Only poultry is fowl, at 18c.

GENERAL GROCERIES—
- Sugar has firm undertone.
- Many dried fruits going up.
- Choice apricots, 25's, 14½c.
- Choice peaches, 25-lb. boxes, 7½c.
- Big advance in currants here.
- Tapioca and sago declining.
- Kraft paper going up fast.
- Decline reported in pepper.
- Prices on tuna fish announced.

Quebec Markets

Montreal, June 22.—Volume of business passing continues to be satisfactory and steady, with collections fair. The lack of stock of manufactured goods in Canadian as well as in imported lines combines with the extremely unfavorable weather to be the only serious deterrent to business on this market. Manufacturers of grocers' sundries in particular are feeling the shortage owing to a lack of manufacturing material, and the continual cold and heavy rains are causing general uneasiness as well as adding to the firmness of some lines that are particularly affected, as in the case of tomatoes, beans, apples and potatoes. The last few weeks have seen an easing of the boat situation, so that space has now become fairly easy to procure and the situation has been further improved by the institution of a 10c to 15c per cwt. lower freight rate from here to England, which is expected to materially affect the general situation in so far as it depends upon import business.

The unchanged position of sugar and the 20c decline in the flour market in the middle of last week has been the cause of considerable speculation in view of the fact that it occurred in the face of extremely unfavorable crop reports from the West. General declines in feeds accompanied this movement. Maple sugar has felt the effect of retention of American duty, so that stocks have shown some tendency to pile up here. Eggs have advanced 2c, and a further advance amongst trade is openly favored as a result of the constantly increasing price to country stores, and butter and cheese is waiting on trend of export market. Paper bags have been advanced by reducing the discount from 25 per cent. down to 20 per cent.; cod liver oil has advanced 50c, and is now $6 per gallon; cheaper grade of peanuts are up; all lines of baked beans have followed Clarke's in recent advance of 10c all round; and canned goods in general are showing more pronounced tendency to firmness, with tomatoes and salmon leading.

SUGAR.—Sugar market remains unchanged in price, and other leading factors are firm and steady, with very little activity reported from New York, where refiners are holding off buying in the hope of lower prices, and holders of raws are proving equally stubborn about releasing their holdings at reduced prices, so that it is felt that prices of near future will be determined by the staying qualities of the opposing interests, and recent reports are such as to indicate that there is no certainty as to result. The effect on consumption of the recent bad weather and the constant declines in centrals operating in Cuba, and which are now down to 25 in number, are also expected to enter into the situation.

Stocks are said to be getting low locally in retail trade at least, following a long period away from the market as a result of having bought ahead on the rise. Fruit outlook is said to be good, but effect of high sugar prices on demand for preserving purposes is problematical.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	8 20
20 lb. bags	8 30
2 and 5-lb. bags	8 50
Extra Ground Sugars—	
Barrels	8 65
50 lb. boxes	8 75
25 lb. boxes	8 95
Yellow Sugars—	
No. 1, 100 lb. bags	7 80
Dark yellow, 100 lb. bags	7 60
Bright yellow, bbls. only, cwt.	8 05
Powdered Sugars—	
Barrels	8 35
50 lb. boxes	8 55
25 lb. boxes	8 75
Paris Lumps—	
100 lb. boxes	8 80
50 lb. boxes	8 90
25 lb. boxes	9 10
Crystal Diamonds—	
Barrels	8 80
100 lb. boxes	8 90
50 lb. boxes	9 00
25 lb. boxes	9 20
Cartons	9 45
Half cartons	10 15
Crystal Dominoes, cartons	9 65

MOLASSES AND SYRUPS.—Prices and other factors remain unchanged, although supplies have been slightly more plentiful during past week, and interest centres in the full cargo of about 2,500 puncheons that is due to arrive about July, and partially relieve market for the time being, but as this lot will go into immediate consumption, the present condition is expected to be in force shortly afterward again, as there is no immediate prospect of further large shipments arriving. Present supplies are doled out one puncheon at a time; car orders are all unfilled, as large lots are apportioned out to trade on basis of proportion of order.

Prices remain unchanged on corn and cane syrups, with demand keeping up well as result of molasses situation and plants working to capacity. Starch products are moving freely in keeping with the season of year and at unchanged prices.

	Prices for Fancy, Island of	Choice, Montreal.
Barbadoes Molasses—		
Puncheons	0 59	0 51
Barrels	0 62	0 54
Half barrels	0 64	0 56

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04½
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 5¼c; ½ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80

DRIED FRUITS.—Prices and general situation remains unchanged since last week with strength of currants still feature of market, although comparison of offered prices shows strange result, as import price is now 13½c as against New York price of 11½c to wholesaler here, so that an uncertain feeling prevails in spite of firm cable advices. Prunes are easier on Coast advices, although no actual declines have occurred. Evaporated apples have shown effect of unfavorable weather conditions in a firmer tone, and other lines are expected to react to same cause. Other lines continue to maintain their firmness with a normal volume of trade passing in most lines and interest centering on advices from Coast points as to new pack.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	....	0 09½
Apples, choice winter, 50-lb. boxes	....	0 09
Apricots	0 14	0 15
Nectarines, choice	....	0 11½
Peaches, hoice	....	0 08
Pears, choice	....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	0 24	0 25
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	....	0 12½
Filiatras, packages, new	....	0 14
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	....	0 10
Fards, choicest	....	0 12½
Hallowee, loose, new	....	0 09½
Hallowee, 1-lb. pkgs.	....	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11	0 12
40 to 50, in 25-lb. boxes, faced	....	0 10¾
50 to 60, in 25-lb. boxes, faced	....	0 10
60 to 70, in 25-lb. boxes, faced	....	0 09½
70 to 80, in 25-lb. boxes, faced	....	0 09
80 to 90, in 25-lb. boxes, faced	....	0 08½
90 to 100, in 25-lb. boxes, faced	0 08	0 08
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels, loose, 3-crown, lb.	....	0 09
Muscatels, 4-crown, lb.	....	0 09½
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 10½	0 11
Choice seeded, 16 o. pkgs.	0 10¼	0 10½
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

SPICES.—Market remains unchanged in price with a reversion to quiet condition that has characterized it lately, except for slight New York activity last week. Stocks of peppers and cassias are said to be none too large and go into immediate consumption, and in case of the former are largely in grinders' hands. Local business continues to be satisfactory, with prices firm and well maintained.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	....—0 16	....—0 09	....—0 23
Cassia	....—0 27	....—0 85	....—0 35
Cayenne pepper	....—0 28	....—....	....—0 35
Cloves	0 30—0 32	....—0 90	....—0 39
Cream tartar—55 to 67c.			
Cinnamon, per lb., 35c.			
Ginger, Cochin	....—0 25	....—....	....—0 31
Ginger, Jamaica	....—0 28	....—1 16	....—0 29
Mace	....—0 80	....—....	....—1 00
Nutmegs	0 45—0 45	....—0 45	....—0 80
Peppers, black	....—0 28	0 85—0 90	....—0 26
Peppers, white	....—0 35	1 15—1 20	....—0 37
Pastry spice	....—0 22	0 95—1 20	....—0 29
Pickling spice	0 16—0 18	....—....	....—....
Turmeric	0 21—0 23	....—....	....—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	....	12-15

RICE AND TAPIOCA.—No developments of note have occurred since last week, so that market remains quiet and firm, with only normal volume of trade

passing. Feeling is that present prices are not based on existing costs, but on keen competition for business, so that in spite of the lack of activity firmness shows no signs of abating. Tapioca remains high and firm, with demand curtailed in consequence.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	4 30
"C.C."	4 10
India bright	4 45
Lustre	4 50
Fancy Rices—	
Mandarin, Patna	4 80
Pearl	5 10
Imperial Glace	5 80
Sparkle	6 40
Crystal	5 70
Snow	5 30
Ice drips	5 40

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

	Per lb.	
Imported Patna—		
Bags, 224 lbs.	....	0 06
Half bags, 112 lbs.	....	0 06½
Quarter bags	....	0 06¼
Velvet head Carolina	0 08	0 09
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 11	0 12
Seed, lb.	0 10½	0 11

DRIED VEGETABLES.—Beans have firmed up again, and, while stocks are so limited and supplies so irregular that prices are largely determined by the wants of the moment, prices in general may be said to be about 25c per bushel higher, and the whole line showing additional firmness at from $4.80 to $5 for No. 3 pickers, with further advances not impossible. This development is said to be direct result of large quantity of beans which are going into use in army contracts, upon which all available packers are working and using beans at a rate of 4 oz. to the tin of stew. Unfavorable weather has aided in strength of line.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 75	5 00
Canadian, hand-picked	5 35	5 50
Canadian, 5-lb. pickers	....	4 60
Yellow eyes, per bushel	....	4 70
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 25	3 50
Peas, split, bag 98 lbs.	....	6 25
Barley, pot, per bag	....	3 25
Barley, pearl, lb.	0 04½	0 05

TEA.—Tea market remains unchanged in price, with new feature creeping into general situation, with development of an easier tone to market following reports of large stocks held at outside points, and which are being offered to trade in such a way as to cause some uneasiness as to maintenance of present firmness. Importers of Japans are waiting on definite word of trend of that market, about which conflicting reports continue to come in, but meanwhile a good volume of business continues to be done in import orders, although trade in general tends to the quietness of a mid-season business. Japan crop will this year be handled more largely by machinery than in past, and some effect upon output is expected.

COFFEE.—Prices remain unchanged, and are firmly maintained in spite of an inactive market, which is largely caused by refusal of roasters and importers to buy until opening of new crop market, which is expected to develop an easier tone at primary points with arrival of new supplies, although not necessarily so to trade at large here.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 22	0 24
Java, lb.	0 33	0 38
Maracaibo, lb.	0 22	0 23
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 18½	0 21
Santos, lb.	0 21	0 23
Chicory, lb.	0 12	0 14

NUTS.—Prices are unchanged, and no developments of note have occurred since last week, but firmness of shelled walnuts continues to be feature of market. Scarcity of olive oil has caused advance in cheaper grades of peanuts, which are now on a minimum basis of 9c per lb. All other lines remain firm, with a very good volume of business passing, and orders being booked for fall delivery of walnuts and almonds. Considerable interest is being shown in probable range of ship freights for this fall, as feeling is that this will have considerable effect on prices of nuts.

Almonds, Tara, new	0 16	0 17
Grenobles	0 16	0 17
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 33	0 34
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 15½	0 16
Filberts, shelled	....	0 35
Pecans, large	0 19	0 21
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 09	0 12½

CANNED GOODS.—Tomatoes have advanced 2½c per lb., and are now on a basis of a minimum of $1.15 per doz. following reports of crop being the shortest in years as result of wet weather preventing planting, so that entire line is very firm. Same causes have added to strong feeling in nearly all vegetable lines. Baked beans are up 10c all round, following Clarke advances of last week.

Fish lines are showing more activity, and increasing advances in meats continue to add to feeling. Canned salmon is very high and firm, with some brands entirely out of market and feeling very firm for future.

Ontario Markets

Toronto, June 22. — The situation in canned vegetables is particularly interesting at the present time. For some weeks in our detailed reports from issue to issue we have been pointing out that there will in all probability be further advances in tomatoes, peas and corn. Reasons have been urged, notably the increasing cost of cans; the labor situation which gets more and more acute; and the heavy export demand for canned vegetables which shows no sign of letting up. To these must now be added a factor quite as important, viz. the bad weather we have had and are having. This is certain, now, to mean a bad pack. Take the case of corn, for instance. A good deal of this being grown down East from Toronto was coming along all right till last week. A heavy rain storm occurred, a regular flood it was, and at one fell swoop just washed the stuff right out. Corn is a thing you can't replant as late in the season as now. That particular crop was ruined. This is only an instance; there are a hundred such. But under these conditions the pack of vegetables this year is bound to be a poor one. Add this factor to the others mentioned and you see right away that canned vegetables are bound to be high in price this year. This is certainly the opinion of the street, and retailers, we think, undoubtedly will not better present levels. They should buy all the canned vegetables possible right now.

The export of butter, which was largely responsible for the sudden hardening of levels a week or two ago, has almost ceased and there is a decline in the number of cable enquiries. Also shipments out West have practically ceased and there is an earlier feeling in butter, which promises to be fairly permanent. Other markets report the same movement.

The dried fruit market report is worth studying this week. Apples are higher so; are apricots; so are peaches and raisins. Various influences are at work. An advance in dried fruits is unusual at this—the fresh fruit—season.

SUGAR.—At last, after a period of slackness lasting for a month or more, there are signs that the sugar market is waking up again. This last week has seen much activity in New York. Raws are up from 5 3-16 to 5½, and remain very firm. The stimulating influence was largely the result of oversea buying. Britain is again, it is said, in the market and other oversea buyers are hard at it. The amount of American refined sold during the week was considerable and the requisite fillip has been given to what was regarded, somewhat inertia. To this dullness, unseasonable seriously, as a market suffering from weather and labor troubles affecting transportation contributed not a little.

Locally, refined remains unchanged on a more active market. Trade here has undoubtedly been affected by the backward season. Should better weather present itself, however, the feeling is that it will again be a buying market, and that an advance will occur.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	8 26
20 lb. bags	8 36
10 lb. bags	8 41
2 and 5-lb. cartons	8 41
Nova Scotia refined, 100-lb. bags	8 16
New Brunswick refined, 100-lb. bags	8 11
Extra Ground Sugars—	
Barrels	8 26
50 lb. boxes	8 66
25 lb. boxes	8 96
Powdered Sugars—	
Barrels	8 36
25 lb. boxes	8 86
Crystal Diamonds—	
Barrels	9 81
100 lb. boxes	8 91
50 lb. boxes	9 01

Cartons (20 to case)	9 86
Cartons (50 to case)	10 96
Crystal Dominoes, carton	10 21
Paris Lumps—	
100 lb. boxes	8 91
50 lb. boxes	9 11
25 lb. boxes	9 11
Yellow Sugars—	
No. 1	7 56

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

MOLASSES AND SYRUPS.—The situation in molasses is now so serious that it is said that there are not enough supplies to go round. An importer here this week found his orders divided up, and a little delivered on each, his principals telling him that there wasn't enough on hand to fill all orders completely. Prices are very firm, andWest Indies stuff is actually higher. We quote 38 to 40. We hear of some sales to wholesalers this week as high as 35c, almost the highest point yet. West Indies house, in letters declare they cannot get the stuff up here to our ports. Even sugar has to come via New York, and overland. Demand has also spruced up here, of course, just at the time when stocks are low, making altogether a very strong situation in molasses.

A minor change is made in the price of cane syrups printed hereunder which is worth while the trade's remarking. No new feature presents itself.

Corn Syrups—	
Barrels, per lb., 4c; ½ bbls., 4¼c; ¼ bbls.	0 04½
Pails, 38½ lbs., $1.95; 25 lbs.	1 50
Cases, 2 lb. tins, 2 doz. in case	2 75
Cases, 5 lb. tins, 1 doz. in case	3 15
Cases, 10 lb. tins, ½ doz. in case	3 05
Cases, 20 lb. tins, ¼ doz. in case	3 00
Cane Syrups—	
Barrels, lb., 5¼c; ½ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80
Molasses—	
Fancy, gallon	0 60 0 65
West India	0 38 0 40

DRIED FRUITS.—Several lines have changed in price this week. There has been one decline, that is in the price of evaporated apples, which have dropped half a cent or so. Demand is a little off color, and stocks are fairly ample. The decline is just a matter of unseasonableness, that is all.

Peaches, on the other hand, are all firmer and higher, and we quote them on the basis of 8½ to 9c for choice, in 50-lb. boxes. Stocks of all grades are light, and demand is keen at the moment. These prices are fairly average; in some cases they are shaded .

The market on future raisins is likely to hang fire both in New York and at the Coast, until such time as the Association makes some new move. Stocks on spot here in Toronto are in keen demand however and in seeded particularly are very light. All prices have moved up a trifle this week.

Choice apricots are also in demand. There is a slight advance in them, which brings choice variety up to 15-16c.

Prunes show little change in this market at present. There has been a slackening of interest in them on the part of the trade. Estimates of crop at Coast run, at present, to about 130,000,000 pounds, which is regarded as a fairly ample supply.

Apples, evaporated, per lb.	0 08½
Apricots—	
Std., 25's, faced	0 12 0 12½
Choice, 25's, faced	0 15 0 16
Extra choice, 25's, faced	0 16 0 17
Fancy, 25's, faced	0 17 0 18
Candied Peels—	
Lemon	0 18 0 20
Orange	0 18 0 20
Citron	0 23½ 0 25
Currants—	
Filiatras, per lb.	0 15 0 16
Patras, per lb.	0 16 0 17
Vostizzas, choice	0 16 0 17½
Cleaned, ½ cent more.	
Dates—	
Fards, choicest, 12-lb. boxes	0 09½ 0 10
Fards, choicest, 60-lb. boxes	0 09 0 09½
Pa..ckage dates	0 10 0 10½
Hallowees	0 08½ 0 09
Prunes—	
30-40s, California, 25-lb. boxes	0 13 0 13½
40-50s, 25-lb. boxes	0 10¾ 0 11
50-60s, 25-lb. boxes	0 09½ 0 10
60-70s, 50-lb. boxes	0 09¼ 0 09½
70-80s, 50-lb. boxes	0 08½ 0 08¾
80-90s, 50-lb. boxes	0 08¼ 0 08½
90-100s, 50-lb. boxes	0 08 0 08½
25-lb. boxes, ½c more.	
Peaches—	
Choice, 50-lb. boxes	0 08½ 0 09
Stds., 50-lb. boxes	0 08 0 08½
Choice, 25 lbs., faced	0 09 0 09¼
Extra choice, 25 lbs., faced	0 09¼ 0 10
Fancy, 25 lbs., faced	0 10 0 10½
Raisins—	
Valencia, Cal.	0 09 0 09½
Seeded, fancy, 1 lb. packets	0 10½ 0 11
Seeded, choice, 1 lb. packets	0 10¾ 0 11¼
Seeded, choice, 12 oz.	.... 0 09
Seedless, 16 oz. packets	0 13 0 13½
Seedless, 12 oz. packets	.... 0 11
Raspberries, black, dried, 25-lb. boxes	0 40 0 42

TEA.—The outstanding topic of interest with regard to this commodity is the change in quality, which is now distinctly inferior. Good quality stuff came for a time, for we seem to have passed the highwater mark, and to be coming down on the other side. With regard to price, Colombo cables say that the auction price is one to two Ceylon cents higher for some grades. London however is easier, and even a farthing or so lower, according to one cable. Locally there is little change. Trade is buying, if anything, rather on the light side, there being distinct evidence of a desire to wait on the part of the trade. This applies particularly to bulk stuff.

NUTS.—Business is coming a little better in walnuts, shelled variety, just now. A few shipments, small ones, are coming in from France, and selling around 35c to 37c, slightly higher, it should be noted, than last week. It is not possible yet to say much about future prices. Almonds are firm, both shelled and in shell, with a marked scarcity of stocks. Demand is not heavy.

	Per lb.
In Shell—	
Almonds, Tarragona	0 15¾ 0 16½
Brazils, medium, new	0 16 0 18
Brazils, large, washed, new	0 20 0 22
Chestnuts, peck	1 75 2 00
Filberts, Sicily, bags 110 lbs.	0 14 0 14½
Peanuts, Jumbos, roasted	0 13½ 0 14½
Peanuts, hand-picked, roasted	0 11 0 11½
Peanuts, fancy, roasted	0 09 0 10
Pecans	0 17 0 18
Walnuts, Grenoble	0 14¾ 0 15½
Walnuts, Bordeaux	0 11 0 12
Walnuts, Marbots	0 12½ 0 13½
Shelled—	
Almonds	0 40 0 42
Filberts	.... 0 35
Peanuts	0 11 0 11½
Pecans	0 60 0 65
Walnuts, new, halves	0 35 0 37
Broken	0 31 0 32

BEANS.—There is no change in either price or condition, except that the latter gets more awkward instead of less. Stocks are very slight indeed, and only a car here and there is picked up. Farmers are apathetic on the question, and are simply not bothering about beans. They have enough to do trying to be hopeful over other things.

There is some activity in beans, blues being especially in demand.

Beans, choice primes, bush.	4 40 4 60
Beans, hand-picked, busbel	.... 4 75
Peas, blue, busbel	3 50 3 60
Split, lb.	0 05 0 05¼

SPICES.—Cream of tartar is very strong, on a demand which is keener than for some time past. Stocks are light, and shipments to New York are irregular, so that stocks are light there too. Peppers are easier again; demand has slackened, though stocks remain slender.

Spices—	Compound, per lb.	Pure, per lb.
Allspice, ground	....—0 20	0 17—0 19
Allspice, whole	....—....	....—0 15
Arrowroot	....—....	0 15—0 20
Bay leaves	....—....	....—0 20
Bicarb. soda	....—....	....—0 23½
Caraway seeds	....—....	....—0 25
Cassia, whole	....—....	0 26—0 32
Cassia, ground	0 16—0 18	0 26—0 34
Cayenne	....—....	0 30—0 35
Cayenne, Jap. cbillies	....—....	....—0 40
Celery seed	....—....	0 45—0 50
Celery salt	....—....	0 30—0 35
Celery pepper	....—....	0 30—0 35
Cinnamon, Batavia	....—....	0 30—0 40
Cloves, whole	....—....	0 40—0 45
Cloves, ground	0 18—0 22	0 35—0 45
Coriander seed	....—....	0 12—0 13
Cream of tartar	0 25—0 30	0 48—0 52
Curry powder	....—....	0 30—0 35
Ginger, Cochin	0 15—0 17	0 22—0 25
Ginger, Jamaica, ground	0 18—0 21	0 25—0 30
Ginger, Jamaica, whole	....	0 28—0 30
inger, African, ground	....—....	0 14—0 18
Mace	....—....	0 85—1 00
Mustard, pure	....—....	0 28—0 30
Mustard seed	....—....	0 20—0 25
Nutmegs, brown, 64s, 55c; 80s, 45c; 100s	....—....	0 35—0 40
Nutmegs, ground, bulk, 30-35c; 1 lb. tins	....—....	0 37—0 42
Pastry spice	....—....	0 25—0 30
Paprika	....—....	0 35—0 40
Peppers, black, ground	0 14—0 18	0 25—0 30
Peppers, black, whole	....—....	0 24—0 29
Peppers, white, ground	0 19—0 24	0 35—0 40
Peppers, white, whole	....—....	0 30—0 35
Pickling spice	....—....	0 18—0 23
Sage	....—....	0 45—0 60
Saltpetre (chili)	....—....	....—0 10
Thyme	....—....	....—0 26
Turmeric	....—....	0 20—0 22

RICE AND TAPIOCA.—After a period of prolonged strength, there is an easier feeling noticed in both pearl and seed tapioca. Both are down a cent, and we quote 10c to 11c, and rather dull at that. Rice shows no change. Buying still is normal; tone of market has something of firmness by reason of light supplies.

Rice—	
Rangoon "B," per cwt.	.... 4 50
Rangoon "CC," per cwt.	.... 4 40
Rangoon, fancy, per cwt.	4 38 5 55
Patna, fancy	0 07½ 0 09
Tapioca—	
Pearl, per lb.	0 11 0 10
Seed, per lb.	0 10 0 11

CANNED GOODS.—Firmness is still the dominating note, and this is particularly true of such lines as tomatoes, corn and peas. In this regard we refer readers to a paragraph in the introduction of the Toronto market, advancing another reason why vegetables will, we think, be high in price this year. That is the bad weather, which is doing harm, in some cases quite irreparable. Now is a good time to buy canned goods.

Manitoba Markets

Winnipeg, June 22.—There is considerable douht as to what is going to happen to sugar. Refiners, jobbers, and retailers all seem to have the same feeling—that it is best to leave sugar alone until the market has demonstrated its ability to remain steady or advance. There is no incentive for Winnipeg jobbers to buy just now, as they are all pretty well loaded up, for which they paid much lower than prices prevailing to-day. While the raw sugar market has been very shaky for some time, latest reports from New York indicate that there is a firm undertone. One refiner sums the situation up as follows:—"The fact that prices have held as strongly as they have under existing conditions demonstrates the underlying strength of the raw sugar situation in general, and as we are now approaching a period of greater local consumption, in addition to which sales of export from New York are reported of 20,000 tons, it would not appear reasonable to suppose that we are going to see any appreciable decline in the price of raw sugar in the near future. The contention of holders of raw sugar that they will get higher prices later, seems to be justified by conditions. Based on the cost of raws to-day, Canadian prices are considerably below what they should be."

The formation of associations in California for the purpose of controlling dried fruits, is keeping the market unsettled. There is a tendency not to buy until it is known exactly how the market stands. In the meantime local jobbers are advancing quotations on some of their lines. Choice apricots: 25's are up a cent, now quoted 14½c; 10's are offered at 15½c. Choice peaches in 25-lb. boxes are slightly higher—7½c; in 10-lb. boxes, 8½c. Dry cleaned currants are practically unobtainable in Winnipeg, and all currants have taken big jumps. Wet cleaned are now offering at 14c; 1-lb. pkg. Amalias jumped 1½c, and are now 14½c; 2-lb. pkgs. 29c. On the other hand, there have necessarily been further declines in evaporated apples; choice 50's are down to 7½c, and 25's 8c. Other lines of dried fruits are unchanged locally, but there is a tendency for prunes to advance, especially the smaller sizes.

Freights are having considerable bearing on prices in the primary market just now. On account of a decline in freight rates on the Pacific Ocean, considerably lower prices are coming in from Singapore and other points on tapioca and sago. The situation is rather peculiar as far as the retailer is concerned, as he will be compelled to pay higher prices for tapioca and sago, as the jobber has been paying much higher than to-day's figures for stocks to arrive shortly. On the other hand, jobbers will be able to offer tapioca and sago ¾c lower than to-day's prices for stocks due to arrive here in three months. Reports received here indicate that rail freight rates are declining, which is having a further tendency to lower prices of goods coming in from B. C. ports. There are also reports that rates will be higher again after August 1st.

Paper and paper bags continue to advance, and Kraft paper is likely to be 50 per cent. higher than it is to-day. New prices are being named on Smith's, Wagstaffe's and St. Williams pure jams.

SUGAR.—Market as regards Canadian refined is stationary, standard granulated being quoted at $8.80. The raw market last week-end in New York was slightly below the high point reached several weeks ago. While the statistical position is just as strong as it was then, there are other factors which have a bearing on the situation; the chief of these is labor trouble in New York. The halt in the price of raw sugar has practically put an end to buying by refiners. Should anything happen in the meantime to stimulate buying of raw sugar, there is no doubt price will advance, as all raw sugar available is in strong hands. Pretty much the same condition exists in Canada, i.e., absence of new business on present prices. There does not seem to be any incentive to buying until market has demonstrated its ability to remain steady or advance. Jobbers in Winnipeg are in doubt as to what is going to happen, but agree that the situation as regards raw does not warrant an advance at the moment.

Sugar, Eastern—	in sacks. Per cwt.
Standard granulated	8 80
Extra ground or icing, boxes	9 65
Extra ground or icing, bbls.	9 35
Powdered, boxes	9 45
Powdered, bbls.	9 25
Hard lump (109-lb. case)	9 75
Montreal yellow, bags	8 40
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 75
Halves, 90 lbs., per cwt.	8 85
Bales, 20 lbs., per cwt.	8 85
Powdered, 50s	9 40
Powdered, 5s	9 65
Icing, barrels	9 40
Icing, 50s	9 60
Cut loaf, barrels	9 70
Cut loaf, 50s	9 90
Cut loaf, 25s	9 95
Sugar, British Columbia—	
Extra standard granulated	8 80
Bar sugar, bbls.	9 25
Bar sugar, boxes, 50s	9 35
Icing sugar, bbls.	9 35
Icing sugar, boxes, 50s	9 65
H. P. lumps, 100-lb. cases	9 75
H. P. lumps, 25-lb. boxes	9 95
Yellow, in bags	8 40

SYRUPS AND MOLASSES.—The market as regards both corn and cane syrup is stationary, the big season being over. Molasses remains high, and Barbadoes shows no indication of a decline, despite reports that large stocks have arrived at St. John, N.B. New Orleans molasses is exactly 50 per cent. higher than it was a year ago at this time.

Corn Syrup—	
2s, per case 2 doz.	2 88
5s, per case 1 doz.	3 23
10s, per case, ½ doz.	3 11
20s, per case ½ doz.	3 12
½ barrels, by the lb.	4 65
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	4 05
5-lb. tins, 1 doz. to case, per case	4 75
10-lb. tins, ½ doz. to case, per case	4 45
20-lb. tins, 3 tins to case, per case	4 35

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes, ½ bbls., per gal.	0 65
New Orleans	0 28

New Orleans, tins, 24 x 2 lb. case, $2.20; 24 x 3 lb. case, $3; 12 x 5 lb., $2.60; 6 x 10 lb., $2.55.

DRIED FRUITS.—Talk of the formation of an association for controlling various dried fruits is keeping the market in an excited condition. The formation of an association for controlling peaches has had effect of sending price of this fruit up. There is now talk of a prune association, and there is tendency for buyers not to purchase until they know exactly how the market will stand. In the primary market peaches are said to have advanced another cent. Apricots are very high, which will mean a curtailed consumption this year on account of high price. There is no change in raisin situation. Currants have advanced another ½c in New York, and have reached a price that is almost prohibitive. The price of currants in New York was 7c two years ago, and is 12½c to-day. Prunes are very firm, particularly on small sizes—70's-90's.

Dried Fruits—	
Evaporated apples, choice, 50's	0 07½
Evaporated apples, choice, 25's	0 08
Pears, choice, 25's	0 17½
Apricots, choice, 25's	0 14½
Apricots, choice, 10's	0 15½
Peaches—	
Choice, 25-lb. boxes	0 07½
Choice, 10-lb. boxes	0 08½
Currants—	
Wet cleaned	0 14
1 lb. package Amalias	0 14½
2 lb. package	0 29
Dates—	
Hallowee, loose, per lb.	0 09
Hallowee, 12-oz. pkgs.	0 08¼
Raisins, California—	
16 oz. fancy, seeded	0 10¼
16 oz. choice, seeded	0 09½
12 oz. fancy, seeded	0 08¼
12 oz. choice, seeded	0 07¾
Raisins, Muscatels—	
3 crown, loose, 25's	0 08⅞
3 crown, loose, 50's	0 08⅝
Raisins, Sultanas—	
California, 50's, fancy bleached	0 16¾
California, 25's, fancy bleached	0 17
16-oz. pkgs.	0 17½
Raisins, Cal. Valencias—	
25-lb. boxes	0 09
50-lb. boxes	0 09⅞
Prunes—	
90 to 100, 25s	0 07¼
80 to 90, 25s	0 07¾
70 to 80, 25s	0 08⅜
60 to 70, 25s	0 09
50 to 60, 25s	0 09½
40 to 50, 25s	0 10⅜
Peels—	
Orange, lb.	0 18½
Lemon, lb.	0 18
Citron, lb.	0 21¾

DRIED VEGETABLES.—The market is still high. Supplies continue to come in from Michigan, and quite a number of cars are reported in from Vancouver, i.e., original beans. Jobbers are not inclined to comment on the quality of the latter until they arrive. Speaking generally, beans are very much higher and hard to procure.

Beans—	
White beans, hand-picked, bushel	4 75
White beans, 5-lb. pickers, bushel	4 30
California Lima Beans—	
80-lb. sacks	0 07¼
Barley—	
Pot, per sack, 98 lbs.	3 20
Pearl, per sack, 98 lbs.	4 30
Peas—	
Split peas, sack., 98 lbs.	5 50
Whole peas, bushel	3 30

RICE AND TAPIOCA.—There are no features to the rice market, but tapioca and sago appear to have started on the down grade in the primary markets. It must be understood by the retail trade that this decline will not affect jobbers' prices for several months. It has been brought about by a re-adjustment of ocean freights, and it is further stated that rail freights have declined, which will no doubt result in a further decline in these lines. Word has been received however, that higher freight rates may be expected after August 1st. Japanese rice is reported lower.

Rice and Tapioca—		
No. 1 Japan, per lb., 100-lb. bags	....	0 05¾
No. 2 Japan, per lb., 100-lb. bags	....	0 04¾
Siam, per lb., 100-lb. bags	....	0 04⅝
Patna, per lb., 100-lb. bag	....	0 07¼
Carolina, per lb., 100-lb. sacks	....	0 08⅝
Sago, pearl, sacks, per lb.	0 08	0 08¾
Tapioca, pearl	0 08¼	0 09

COFFEE. — The market continues high, and reports of lower freight rates do not seem to have affected this market yet.

SPICES.—Pepper for import is easier on account of lower freight rates. Some think quotations to the retailer should be lower in two or three months. This is the only feature in spices.

TEAS.—There has been no change here of late, and the feeling in the trade is that high prices are likely to continue. Some high quotations for import have been seen during the last day or two.

ALBERTA MARKETS (CALGARY)

By Wire.

Calgary, June 21.—Ontario cheese: Large is now 21c to 22c. New-laid eggs are worth $9. Tomatoes (3's) now $3.10; gallons, $2.35. Evaporated apricots are quoted at 17½c generally, with possibility of being higher still. Toilet paper has advanced 10 per cent. this week. Strawberries are arriving plentifully, and selling at $2.50 to $3. Pineapples are $5.25 a case.

General—		
Beans, small white Japan, lb.	....	0 08½
Flour, No. 1 patent, 98's	3 40	3 55
Molasses, extra fancy, gal.	....	0 75
Rolled oats, bail	....	3 00
Rolled oats, 80s	....	3 05
Rice, Siam, cwt.	4 50	4 75
Potatoes, local, per bush.	0 60	0 75
Sago and tapioca, lb.	....	0 10
Sugar, pure cane, granulated, cwt.	....	9 25
Shelled walnuts, finest halves, lb.	....	0 49
Shelled walnuts, broken, lb.	....	0 30
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 21	0 22
Butter, creamery, lb.	....	0 30
Butter, No 1, dairy, lb.	....	0 25
Lard, pure, 5s, per case	....	10 30
Bacon, smoked backs, per lb.	....	0 23½
Bacon, smoked bellies, per lb.	....	0 26
Lard, pure, 3s, per case	....	10 50
Eggs, new laid	....	9 00
Canned Goods—		
Tomatoes, 3s, standard, case	....	3 70
Corn, 2s, standard, case	....	2 35
Peas, 2s, standard, case	....	2 45
Tomatoes, gals., case	....	2 35
Apples, gals., Ontario, case	....	1 75
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Salmon, finest sockeye, tails, 48xls. cs.	....	10 00
Salmon, pink, tails, 48xls, per case	....	4 50
Lobster, ½s, per doz.	....	3 00
Dried Fruits—		
Currants, lb.	....	0 13
Evaporated apples, 50s, per lb.	0 10	0 10½
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 17½
Pears, choice, 25s, per lb.	....	0 14
Prunes, 90-100	0 08	0 08½
Sultana raisins, Cal., extra fancy	....	0 15
Manchurian shelled walnuts	....	0 30
Fresh Fruits and Vegetables—		
Oranges, Val., box	4 25	5 00
Lemons, box	....	5 50

ALBERTA MARKETS (EDMONTON)

By Wire.

Edmonton, June 21.—Edmonton-British Columbia Sugar Refineries opened a sugar depot at this point, which does away with all storage points formerly operated by jobbers throughout territory. All sugar now shipped from refiner's depot, freight prepaid. Cheese market continues firm; new cheese is bringing practically the same price as September make. Export demand this spring keeps prices up. Stocks currants hold firm. California evaporated fruits show slight stiffening; peaches, 7¼c; apricots, 15c; pears, 14c. Ontario evaporated apples 10c. Coffee is strong, and an advance in Santos Rios has occurred. This line is selling here at 3c below import costs to-day. Holland herring and imported sardines are practically cleaned up. Egg market shows weakness; eggs more free. Dairy butter, No. 1, 19-25c, with supply equal to demand. Sago and tapioca at 9c. Cheese, 19c to 20c; butter, creamery, 32c.

General—		
Beans, small white Japan, lb.	....	0 08
Flour, No. 1 patent, 98's	3 40	3 55
Molasses, extra fancy, gal.	....	0 77
Rolled oats, bail	....	3 00
Rolled oats, 80s	....	2 60
Rice, Siam, cwt.	....	3 90
Potatoes, local, per bush.	0 55	0 60
Sago and tapioca, lb.	....	0 10
Sugar, pure cane, granulated, cwt.	....	9 35
Shelled walnuts, finest halves, lb.	....	0 38
Shelled walnuts, broken, lb.	....	0 28
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 19	0 20
Butter, creamery, lb.	....	0 32
Butter, No. 1, dairy, lb.	0 19	0 25
Lard, pure, 5s, per case	....	10 30
Bacon, smoked backs, per lb.	....	0 23½
Bacon, smoked bellies, per lb.	....	0 24
Lard, pure, 3s, per case	....	10 35
Eggs, new laid, per doz.	....	0 22
Eggs, case	....	7 50
Canned Goods—		
Tomatoes, 3s, standard, case	....	3 10
Tomatoes, gals., case	....	2 25
Corn, 2s, standard, case	....	2 35
Peas, 2s, standard, case	....	2 45
Apples, gals., Ontario, case	....	1 95
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Salmon, finest sockeye, talls, 48xls, cs.	....	9 65
Salmon, pink, talls, 48xls, per case.	....	4 25
Lobster, ½s, per doz.	....	3 00
Dried Fruits—		
Currants, lb.	....	0 13½
Evaporated apples, 50s, per lb.	....	0 10
Peaches, choice, 25s, per lb.	....	0 07¼
Apricots, choice, 25s, per lb.	....	0 15
Pears, choice, 25s, per lb.	....	0 14
Prunes, 90-100	....	0 07½
Sultana raisins, Cal., extra fancy	....	0 15
Valencia raisins, Cal., lb.	....	0 10
Fruits and Vegetables—		
Apples, No. 1, box	2 00	2 25
Apples, cooing, box	1 75	2 00
Bananas, lb.	....	0 05
Grapefruit, Florida, case	4 75	5 00
Oranges, navels, case	3 75	4 25
Onions, B.C., ton	....	25 00
Lemons, case	4 50	5 00
Strawberries, 20 baskets, Cal.	....	3 50
Strawberries, Louisiana	....	3 35
Rhubarb, 40 lbs.	....	1 50

SASKATCHEWAN MARKETS

By Wire.

Regina, June 21.—Market shows some changes this week. Business is reported brisk and collections good. Eggs lower at 22c for No. 1 grade; 19c for graded. Dairy butter: 23c for choice; 21c for No. 1. Lard is lower. Rolled oats per bail is $3.20; beans, $4.65; cornmeal is $2.90; flour, $3.40. Blue Ribbon tea is up.

Produce and Provisions—		
Butter, creamery, per lb.	....	0 33
Butter, dairy, No. 1	....	0 23
Cheese, per lb.	0 19¼	0 19½
Eggs, new laid	....	0 22
Lard, 3's, per case	....	10 50
Lard, 5's, per case	....	10 20
Lard, 10's, per case	....	10 15
Lard, 20's, per case	....	10 10
General—		
Beans, Ontario white, per bush.	....	4 65
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	0 50	0 60
Cocoanut, lb.	....	0 23
Cornmeal, bail	....	2 90
Flour, 98's	....	3 40
Rolled oats, 40s	....	1 60
Rolled oats, 80's	....	3 20
Rice, per cwt.	....	4 35
Onions, B.C., 100 lbs.	....	3 00
Sugar, standard gran., per cwt.	....	9 14
Sugar, yellow, per cwt.	....	8 29
Tapioca and sago, lb.	....	0 10½
Walnuts, shelled, 47-49c; almonds	0 45	0 47
Canned Goods—		
Apples, gals., case	....	1 80
Beans	....	2 25
Corn, standard,, per 2 dozen	....	2 23
Peas, standard, per 2 dozen	....	2 40
Plums, Lombard	....	2 10
Peaches	....	3 10
Raspberries, $4.33; Strawberries	....	4 73
Tomatoes, standard, per case	....	2 60
Salmon—		
Sockeye, 1's, 4 dozen case	....	9 55
Sockeye, ½'s	....	12 35
Cohoes, 1's	....	6 00
Humpbacks, 1's	....	4 60
Dried Fruits—		
Apricots, per lb.	....	0 12
Currants, lb.	....	0 15¼
Citron peel, lb.	....	0 24
Lemon peel, lb.	....	0 17
Orange peel, lb.	....	0 17½

NEW BRUNSWICK MARKETS

By Wire.

St. John, June 21.—Trade conditions are generally fair. Market shows few changes of importance; butter is lower, and dairy is 25c to 26c; creamery, 30c to 32c. Eggs are higher at 24c to 25c; pure lard, 18¼c. Cheese is off at 18c to 19c. Flour has dropped; Manitoba now $7.35, and Ontario, $6.60. Potatoes going down, now $2.75. Pork and beans, $3.40 to $3.80.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	2 90	3 60
Pork, American clear, per bbl.	31 00	32 00
Butter, dairy, per lb.	0 25	0 26
Butter, creamery, per lb.	0 30	0 32
Eggs, new laid, per doz.	0 24	0 25
Lard, pure, lb.	....	0 18¼
Cheese	0 18	0 19
Flour and Cereals—		
Cornmeal, gran.	....	6 35
Cornmeal, ordinary	....	1 85
Flour, Manitoba, per bbl.	....	7 35
Flour, Ontario	....	6 60
Flour, buckwheat, western, 98-lb. bag	....	3 50
Rolled oats, per bbl.	....	6 25
Fresh Fruits and Vegetables—		
Apples, box	3 00	3 25
Lemons, Messina, box	4 00	4 25
Lemons, Cal., box	5 00	6 00
Oranges, Cal., case	4 00	4 50
Potatoes, bbls.	....	2 75
Sugar—		
Standard granulated	8 25	8 30
United Empire	8 15	8 20
Bright yellow	8 05	8 10
No. 1 yellow	7 85	7 90
Paris lumps	9 25	9 30
Beans, white, per bush.	4 75	4 85
Molasses, Barbadoes, gal.	0 55	0 56
Cream of tartar, per lb., bulk	0 51	0 53
Currants	....	0 14½
Pork and beans, case	3 40	3 80
Rice, per cwt.	5 25	5 50

AN ERROR CORRECTED

An article appeared in our issue of May 26, in reference to change in the personnel of Nicholson & Bain, of Winnipeg, in which a review of the development of the firm was given. In connection with the statement referring to the taking over of the business of W. F. Henderson & Co., an error occurred. This is set right in a letter to the editor appearing on another page of this issue from E. Nicholson. Canadian Grocer regrets this error.



FRUIT AND VEGETABLES



New Cabbage Advancing: Peaches Down

Cold Snap is Holding Back Produce Deliveries—Oranges Remain Firm and High—Canadian Strawberries Are of Poor Quality—Slight Decline in New Potatoes.

MONTREAL

FRUITS.—Peaches have declined 25c and are now $3.25. California fruits in general are arriving more freely and becoming more cheap in consequence as the season advances. Lemons are unchanged in price and there is a good demand for strong stock and all lines are high and firm. Oranges are firm and in good demand with Valencias bringing $4.75 per crate. Pineapples have firmed up and are now $2.50 to $3.25 a crate. Quality of fruit coming in shows steady improvement. Apples are pretty well off the market, with the exception of Ben Davis. All other lines remain unchanged in price and other features of importance.

Apricots, 4 basket crate	....	3 00
Apples—		
Ben Davis, No. 1	....	3 50
Ben Davis, No. 2	....	3 00
Bananas, bunches	....	2 25
Cantaloupes, per crate	....	7 50
Cherries	2 50	3 00
Grapefruit, 46-54-64-80-96	3 50	4 00
Lemons—		
California	....	2 75
Verdellis	....	2 75
Messina, 300 size, box	4 50	5 00
Oranges—		
Valencias, late	....	4 75
Jamaica, 196-200-216	....	2 50
Porto Rico, 126-150-250-288	....	2 50
Plums, 4 basket crate	....	3 50
Peaches	....	3 25
Pineapples, 18-24 and 30-36	2 50	3 25
Strawberries, Maryland, box	0 13	0 14
Strawberries, Delaware, box	0 13	0 14
Limes, per box	....	1 50

VEGETABLES. — Supplies of all kinds continue to come forward more freely as home grown vegetables continue to assume greater importance upon the market and gradually displace the higher-priced imported stuff. A good volume of business continues to pass as well as to show steady improvement with the increased demand of the summer season. Excessive rains have had a tendency to hold things back so that in some cases a transient stimulus has been given to lines which have proved backward in appearing on this market and the present outlook for later production is not encouraging. Cabbages have advanced 50c and are a now $3.25 per crate Quebec turnips which have become very scarce have advanced 50c and are now $1.75 per bag; old beets are also very scarce, have advanced 50c and are $2 per bag; new beets have declined an equal amount and are now $1 per doz. bunches. Boston lettuce and cucumbers are off the market, and Montreal lettuce is down to 75c a box, while cucumbers are down to $2.25 doz., and mint to 25c a doz. New York spinach is out of market, and has been replaced by Montreal which is 50c per box. Florida tomatoes are entirely out of market and Mississippi flats at $1.50 per box are the only kind available and firm at this price. With advances occurring in wholesale way, new potatoes, are easier and other prices remain unchanged.

Beets, bag	....	1 50
Beets, new, per doz. bchs., Montreal	....	1 50
Beans, wax, N.Y., per basket	....	3 25
Beans, green, N.Y., per basket	....	3 25
Cabbage, Norfolk, bbl.	....	3 25
Carrots, bag	0 50	0 75
Carrots, new, per doz. bchs.	0 30	0 50
Carrots, new, per basket	1 75	2 00
Cauliflower, crate, single, doz. heads	....	3 50
Cauliflower, 18 to bamper	1 00	1 50
Celery, green top	2 75	3 00
Celery, Wash., per doz.	....	1 25
Cucumbers, hamper	....	2 25
Egg plant, N.Y., doz.	....	1 75
Endive Can., per lb.	....	0 25
Garlic	....	0 30
Horse radish, per lb.	....	0 15
Leeks, bunch	....	0 10
Head lettuce, Boston, box	....	2 50
Head lettuce, Montreal, per 2 doz. box	....	0 75
Curly lettuce, doz.	....	0 40
Mint, doz.	....	0 25
Mushrooms, 4-lb. basket	2 00	2 50
Oyster plant, doz.	....	0 50
Onions—		
Montreal, 100 lbs., bag	....	4 50
Silver, per 50 lb. crate	....	2 75
Red, per 100 lb. sack	....	5 00
Texas Bermuda, per crate	....	2 25
Parsnip, bag	....	1 00
Parsley, Bermuda	....	0 75
Parsley, Montreal, per doz.	....	0 40
Peas, per 25-lb. bamper	....	3 00
Potatoes—		
So. Carolina	....	7 00
New, per bbl.	....	6 50
Montreal, Red, 80 lbs., bag	1 75	2 00
New Brunswick, 80 lbs., bag	....	1 90
Green Mt.	....	2 00
Sweet, hamper	1 75	2 00
Radishes, per doz.	....	0 10
Rhubarb, per doz.	0 25	0 30
Spinach, Montreal, box	....	0 50
Shalots, Mtl., per doz. bchs.	....	0 60
Turnips, bag	....	1 00
Turnips, bag, Quebec	....	1 75
Tomatoes, hothouse, lb.	0 25	0 30
Tomatoes, Missouri, flat	....	1 50
Watercress, Boston, hothouse, doz.	....	0 75
Watercress, Canadian, doz.	....	0 30

TORONTO

FRUIT.—Canadian strawberries, despite reports from Niagara in predicting their quality, are of poor quality so far. Bulk have remained unsold thus far, those selling bringing 10 and 12½c a box. Imported stuff still seems to be getting the business, however. Watermelons are coming in smaller sizes and selling at 60 to 65c each. Verdilli lemons are going at around $4.75 a case; Messinas are as high as $4.50. Plums are getting to be more plentiful, although price is unchanged as yet. Grapefruit, Florida stuff, is as high as $5.50, with limited supplies only on hand. Apricots are declining now. A couple of cars of California stuff came in this week bringing a generous supply of apricots. Peaches also are down 75c to 50c. Cantaloupes are also very slightly lower at $6.25. Bad weather is keeping back a lot of our own produce, and consequently is responsible for high prices.

Apples, Wine Saps	2 50	3 00
Apricots, 4 bus.	1 75	2 00
Bananas, bunch	1 75	2 50
Cantaloupes, stds.	....	6 25
Cherries, Cal., box	2 75	3 50
Dates, lb. box	....	0 08
Grapefruit—		
Cuban, case	3 50	4 00
Florida, case	....	5 50
Oranges—		
Navels	4 25	4 50
Late Valencias, case	....	4 75
Peaches, case	1 50	1 75
Plums, 4 baskets	2 75	2 90
Lemons, new, Messina, box	....	4 50
Limes, per 100	....	1 50
Pineapples, Porto Rico	2 75	3 50
Strawberries	0 13	0 15
Watermelons	0 75	0 90

VEGETABLES.—There are not as many changes, along the lines of declines, as there should be this week, because the spell of cold weather is holding everything back to a marked extent. Deliveries are small compared to what they usually are at this season, and it is impossible in many cases to get the stuff in because of very bad state of roads. Parsley is now down as low as 15c, with best quality selling as high as 30c. There isn't a good demand just now. Asparagus is cheaper again at $1.50 to 1.75. Better supplies are coming. New potatoes showed a drop of about 25c; not much because stocks are limited. Imported new cabbage firmed up slightly; a car that came in sold higher than was expected, and further advances are looked for. Canadian sells freely at $1.25 to $1.50 a bushel. Other lines show little change, business being somewhat dull at the moment.

Asparagus, 11 qts.	1 50	1 75
Cabbage, new, case	2 50	3 00
Cabbage, Canada, bus.	1 25	1 50
Beets, Canadian, bag	0 40	0 50
Beans, green	2 50	2 75
Carrots, new, hamper	1 50	1 60
Cauliflower, case	6 00	6 50
Celery, Florida, case	2 50	2 75
Cucumbers—		
Hothouse, doz.	2 50	3 00
Leamington, hamper	3 50	4 00

(Continued on page 42.)



FISH AND OYSTERS



Prawns and Frogs' Legs Selling

Lake Trout Somewhat Scarce—Bad Weather in Georgian Bay — Large Clams Getting Good Trade—Trout Advancing in Price—Whitefish From Lake Superior.

MONTREAL

FISH.—Demand continues up to expectations although not up to heavy trade of last week and steady advances in other foods continues to be chief factor in directing consumption attention to fish lines to such an extent that there is a noticeable strengthening of feeling and a partial and sympathetic reflection of these advances is not impossible. Good supplies of most lines are in sight for this week and prices generally are steady, but there is a strong feeling for fresh halibut as fishing up to date has not been up to normal and demand is larger than usual. The export of 300,000 lbs. of frozen fish this week with the probability of further exports has developed a strong feeling in this line. The supply of Gaspe salmon is larger than expected and prices unusually low. Eastern fish are coming in freely and at steady prices and lake fish are slightly firmer. The mackerel season is now on and is up to expectations with prices comparatively low. Shad and striped bass are more plentiful and available at lowest price of season. Lobsters are now at height of season and firm and trade in all kinds of pickled and salt lines is slow. A few salmon and sea trout are moving without any change in prices and river fish such as eels, carp, dressed bull heads, etc., are coming forward fairly freely and finding a ready sale.

TORONTO

FISH.—In fresh lake fish there is an excellent demand for trout, which at the moment is not plentiful. Hence an advance of a cent or two to 14c. White fish is now coming abundantly from Lake Superior, and demand for it is good. 14c is price; it is shaded here and there. Eels are also a popular lake fish at the moment, there being a good out-of-town demand noticeable. Haddock has firmed up a good deal this week and we now quote 8c, an advance of 1 cent. Supplies are not very good. Bad weather is the reason. No change is to be recorded in halibut in price: demand is keen and stocks are large. Only a few flounders are selling; nobody seems to be asking for them, and the price is often shaded. Demand was good as soon as they came in but it has abated. Mackerel is firm at 40c, with limited supplies on hand.

Clams, large, are selling at $2, and finding lots of buyers. A feature of the market this week is some very nice prawns and shrimps. Both fetch $2.50 a gallon. They come chiefly from Missouri and quality is very excellent. Frogs' legs continue to get good business, particularly from hotels, at 50c a pound.

There is a lot of competition in the fish market these days from U.S. buyers. The States is consuming more fish this year, and it is noted in the competition of their buyers in our markets.

SMOKED FISH.	Montreal	Toronto
Haddies, per lb., new cured	.08	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.09	.10½
Haddies, fillets, per lb.	.12	.10
Herring, Ciscoes, baskets	1.25	1.50
St. John bloaters, 100 in box	1.20	1.25
St. John bloaters, per box of 60	1.00	1.00
Smoked herrings, medium, box	.15	.15
Smoked herrings, medium, box	.16	.15
Smoked boneless herrings, 10-lb. box	1.30	1.40
Kippered herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.16	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.11	.11
Red Cohoes, dressed, lb.	.12	.11
Pale qualla, dressed, per lb.	.10	.11
Halibut, white western, large and medium, per lb.	.13	.13
Halibut, eastern, chicken, per lb.	.12	.12
Mackerel, bloater, per lb.	.09-.10	.10
Haddock, medium and large, lb.	.05	.10
Market codfish, per lb.	.04	.08
Steak codfish, per lb.	.06	.10
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-.16	.18
Smelts	.12	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.50	3.25
Round pike	.07	...
Grass pike, dressed	.07	....

DRIED AND PREPARED FISH.		
Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 60
Dried hake, medium and large, 100 lbs.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case.	7 00	7 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20 lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20 lb. boxes	0 10	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	0 15	0 15
Boneless codfish, in 2-lb. and 3-lb. boxes	1 80	1 80
	0 15	0 15

BULK OYSTERS, CLAMS, ETC.		
Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal.	1 50	2 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	2 00	....
Best scollops, imp. gallon	2 25	3 50
Best prawns, imp. gallon	2 25	2 50
Best shrimps, imp. gallon	2 00	2 50
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best, select, quart cans, each	0 50	0 75
Rockaways, 100	....	1 50
Blue points, small	....	1 00
Blue points, large	....	1 50

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.		
Cape Cod shell oysters, per bbl.	12 00	....
Canadian cultivated oysters, bbl.	9 00	10 00
Clams, per bbl.	6 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, per lb.	0 20	0 40
Little necks, per 100	1 25	1 50
Large clams, per 100	....	2 00

FRESH SEA FISH	Montreal	Toronto
Halibut	14 —15	14
Haddock, fancy, express, lb.	5 — 6	7
Mackerel, medium, each	20	40
Steak, cod, fancy, express, lb.	6	8
Herrings, each	2	2
Flounders	6	9
Flounders, New York	9	12
Salmon, Western	16 —17	20 —25
Salmon, Gaspe	12	14

FRESH LAKE FISH		
Carp, lb.	0 06	....
Pike, lb.	0 08	0 07
Perch	0 04	0 07
Suckers, lb.	0 05	0 10
Whitefish, lb.	0 12	0 14
Lake Erie whitefish	....	0 27
Herrings, each	0 02	0 02
Gaspereaux, each	0 02½	0 03
Lake trout	0 13	0 14
Eels, lb.	0 08	0 08
Dore	0 13	0 13

FROZE LAKE AND RIVER		
Whitefish, large, per lb.	.09-.09½	.09-.10
Whitefish, small tulihees	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress or round, lb.	.08½-.09	.09-.13
Pike, dressed and headless, lb.	.07-.07½	.07
Pike, round, per lb.	.06½-.07	.06-.07

WINNIPEG

FISH AND POULTRY. — Fresh salmon sold for 16c last week, but is inclined to jump back to 18c this week, as the supply is very limited at the coast. Fresh halibut continues to bring 11c, and fresh whitefish 9½c. There is little but staple lines arriving, as there seems little desire to speculate in fancy lines this year. Business taken all round is pretty good. There is a limited demand for frogs' legs, but are almost impossible to procure. About the only thing arriving in the way of live poultry is fowl, which is worth 17-18c. Practically no dressed poultry offering.

Fish—		
Fresh salmon	....	0 18
Fresh halibut	....	0 11
Steak, cod, per lb.	....	0 08
Lake Winnipeg whitefish	....	0 09½
Fresh finnan haddie	....	0 12
Kippers, per box	....	2 00
Fresh lake trout, per lb.	....	0 12
Bloaters, per box	....	2 00
Salt mackered, 20-lb. kit	....	3 00
Smoked gold-eyes, doz.	....	0 50
Poultry, Live—		
Fowl	0 17	0 18



FLOUR AND CEREALS



Decline in Flour and Bran

First Patents Down a Dollar at $6.50—Wheat Market Fairly Firm—Export Demand Keeps Cereals Active—Bran Goes Down a Dollar—Ontario Oats Firm.

MONTREAL

FLOUR.—Flour unexpectedly declined 20c per bbl. last week without however, causing any improvement in the demand which continues normal with a fairly good volume of business passing. The decline occurred in the face of reports of a greatly reduced crop and acreage from the West, which reports 40 per cent. of crop disced in and 20 per cent. less acreage, and a continuance of the feeling that led to decline appears to depend very largely upon the absence of any active export trade as crop news in general continues to be decidely bullish and maintains a good undertone to market in spite of the fact that a further slight decline in wheat has occurred since the drop in the flour market. Export trade is dull although small lots are being shipped as needed but the 10c to 15c reduction in the freight rate that occurred early in the week is expected to have a stimulating effect on this factor in market. Wheat market has shown unstable tendencies since break and situation has not yet cleared enough for any definite trend of market to have emerged out of the conflicting influences at work.

Winter wheat line is in a weaker position than before following a sympathetic reaction to spring wheat decline and market is at a standstill with prices nominal and fixed largely by necessities of the moment in view of the fact that there is very little business passing.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	6 60
Second patents	6 10
Strong bakers	5 90

Winter Wheat Flour—	Car lots	Small lots
Fancy patents	5 85	6 10
90 per cent. in wood	5 60	5 80
90 per cent. in bags	2 70	2 75

CEREALS.—Prices remain unchanged and general condition of market unchanged and ruling steady with a fair export trade passing and a quiet local demand although Maritime province business continues to be very satisfactory in both bulk and case goods. Prices are firm and well maintained in package goods, but a slightly easier tendency is evident in bulk goods, otherwise conditions remain unchanged.

Cornmeal—	Per 98-lb. sack
Gold dust	2 50
Rolled Oats—	90's in jute.
Small lots	2 75
25 bags or more	2 80
Packages, case	3 90 4 00
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90's, in jute.	
Rolled Wheat—	100-lb. bbls.
Hominy, per 98-lb. sack	4 00
Hominy, per 98-lb sack	2 75
Corn flour, bag	2 35
Rye flour, bag	2 65 2 80
Barley, pot	3 00
Barley, pearl, lb.	0 04½

FEEDS.—Market is very weak and declines have been general following a cessation of demand which although still fair in volume is not sufficiently strong to cover output of larger millers who are thus forced to either store or to export to the American market at a lower price so that recourse is being had to both these measures in spite of which millers' stocks remain large. Declines are as follows: Bran $2 and now $21; shorts $1 and now $24; special middlings $2 and now $26; wheat moulee $2 and now $30, and feed flour $2 and now $31.

Mill Feeds—	Per ton
Bran	21 00
Shorts	24 00
Middlings	26 00
Wheat moulee	30 00
Feed flour, bag	31 00
Mixed chop, ton	32 00
Crushed oats, ton	34 00
Oats, chop, ton	34 00
Barley, chop, ton	32 00
Feed oats, Manitoba, bush.	0 57
Feed wheat, bag	1 90

TORONTO

FLOUR.—There was a general shift in prices this week, and both Manitobas and Ontario flour declined. The former is down 20c, so that first patents are now $6.50. The latter is down to $4.05 to $4.15. These drops took place notwithstanding a fairly firm wheat market. This has had its fluctuations such as the trade has come to expect these last few weeks, but No. 1 Northern, track bay ports actually closed a cent and a half up on the week at $1.17½. Export trade is still in the sagging state. Oversea buyers appear to have their requirements, and there is a decline in the number of enquiries received; much more in orders.

A fair demand exists for Ontario flour, particularly locally. Business all round is off, however, just now and a feeling of quietness is the feature of market. Not even declines proved stimulating.

Manitoba Wheat Flour—	Small lots, per bbl	Car lots, of 2 bags
First patents	6 70	6 50
Second patents	6 20	6 00
Strong bakers	6 00	5 80
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	4 15	4 05

CEREALS.—No new feature presents itself on this market. There was a slightly resilient feeling in oats one day, and as a result a temporary fillip was given to rolled oats. Ontario oats show no change, but remain in good demand. Export trade is good in several lines, however, and indeed constitutes the bulk of business at present proceeding.

Barley, pearl, 98 lbs.	4 20	4 40
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.	....	2 60
Graham flour, 98 lbs.	....	2 75
Hominy, granulated, 98 lbs.	....	3 00
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, standard, 98 lbs.	....	2 76
Oatmeal, granulated, 98 lbs.	....	2 76
Peas, Canadian, boiling, bush.	....	3 60
Peas, split, 98 lbs.	....	4 85
Rolled oats, 90-lb. bags	....	2 65
Rolled wheat, 100-lb. bags	....	3 25
Rye flour, 98 lbs.	....	2 80
Whole wheat flour, 98 lbs.	....	3 00
Wheatlets, 98 lbs.	....	3 30

FEEDS.—A decline occurred this week in bran of a dollar a ton. Shorts are somewhat firmer, and we quote $24 to $25. There is an easier feeling in the market after last week's firmness. Bran, particularly, is fairly abundant, hence the decline of a dollar. Shorts are scarce, however, and demand is heavy in comparison.

Mill Feeds—		Mixed cars per ton
Bran	....	21 00
Shorts	24 00	25 00
Special, middlings	25 00	26 00
Feed flour, per bag	1 65	1 70
Oats—		
No. 3, Ontario, outside points	0 48	0 49

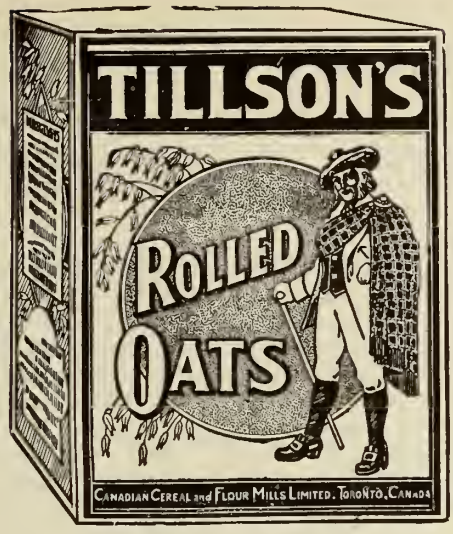
WINNIPEG

FLOUR AND CEREALS.—Flour remains at $6.60 per barrel. Domestic business is exceptionally quiet. Export is also quiet. There is little prospect of early business, millers being unable to guarantee specific delivery at seaboard owing to an embargo placed by the shipping companies on account of a congestion of package freight at the head of the lakes. Millers hope that the embargo will soon be removed, so that they will be able to quote on export business. Export buyers are insisting on specific delivery at seaboard, which operates against interior mills. The wheat market continues quiet. Feeds have a tendency to decline, but remain the same as last week. Cereals are quiet, with no changes.

Flour—		
Best patents	....	6 60
Bakers	....	6 10
Clears	....	5 40
XXXX.	....	4 40
Cereals—		
Rolled oats, 80 lbs.	2 25	2 30
Rolled oats, pkgs., family size	....	3 75
Wheat flakes, case	....	3 75
Oatmeal, standard and gran., 98 lbs.	....	2 75
Cornmeal, 98 lbs.	....	2 45
Feeds—		
Bran, ton	....	18 00
Shorts, ton	19 00	20 00
Middlings, ton	19 00	20 00
Mixed chop, ton	....	28 00

Tillson's Scotch Fine Cut Oatmeal

—the palatable, nourishing and healthful cereal, composed entirely of the finest quality oats.



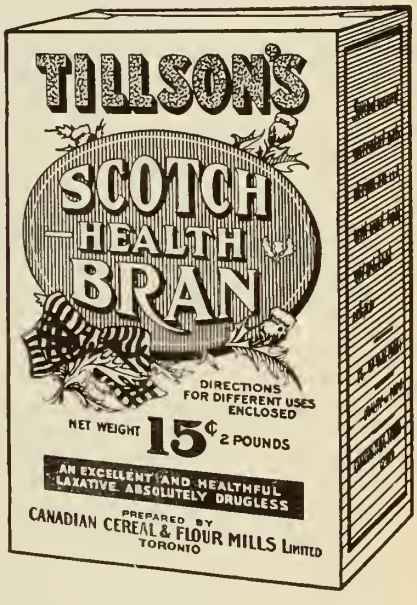
Tillson's Rolled Oats

a food, the recognized quality porridge cereal, always a uniformly fine flavor.



Tillson's Scotch Health Bran

—the excellent and healthful cereal food, especially desirable as a laxative and as an aid to digestion.



LET the old guard — the Tillson Scotsman — protect you and your customers. This trade-mark means absolute purity, highest quality, perfect satisfaction for you and your trade.

STOCK UP NOW

Canadian Cereal & Flour Mills Co., Ltd.

TORONTO :: ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

Building Up Trade in Provisions

This is a Matter of Thought and Study, Not Accident—A Case in Point: Toronto Grocer's Experience—Making Much of the Picnic Habit—Using a Weekly List and District Newspaper.

THAT a trade in provisions is not thrust upon the grocer, but is the product of much energy and ingenious planning is the opinion of Mr. Charles Stennett, of Stennett Bros., of Toronto. Canadian Grocer saw Mr. Stennett recently, and had an opportunity of chatting over with him the subject of what percentage the trade in provisions in his store was to his aggregate business.

"At present," said he, "I should say my provision business was one-third, fully, perhaps more. Taking into consideration everything in the produce and provision line, that is eggs, butter, cheese as well as bacon and cooked meat, it probably reaches well over thirty-three per cent. of our total trade here."

It is, therefore, a considerable item, inasmuch as the store of Stennett Bros. is one of the largest in the east end of the city of Toronto. This trade has been built up. The store, which has only been open a matter of four or five years, has utilized special opportunities which are peculiar to it in its near-the-water location and has become a by-word as a store which sells the very best in produce and provisions.

The provision counter is located on the left hand side of the store. It is flanked in the rear by a refrigerator, wherein are kept butter, cheese and so on. On the counter—a square table, of trim and neat appearance—are eggs and the different lines of cooked meats, bacon, etc. Larger pieces of bacon are kept in the rear of the store.

Once every week it is the aim of Stennett Bros. to feature provisions in their window displays. The writer has seen some of these and can testify to the excellence of the appeal. The windows are large, wide and low, with a floor which has a big area. They, therefore, give ample room for display, leaving lots of space round the various provision lines shown, and consequently bringing out more conspicuously than would be the case were the window small and much crowded, those lines.

Uses Weekly List

This store has one method for getting after business in provisions which is productive of good results. Every Friday a sheet containing a list of articles which the store handles—a pretty complete list of general grocery lines—is sent out to the homes in the vicinity; first, to all customers of the store, and secondly to those whom the store would like to have as customers. In this list are incorporated provision lines which are specials, either by reason of their timeliness or their reasonableness in price. Several hundreds of these lists go out on Friday. The idea is that the recipient should mark the articles which he or she wants to buy and either take the list in to the store, or 'phone it. Its usefulness is apparent; it serves to remind the busy housewife of a possible purchase which she might overlook if she is busy. It is a check on the memory of the woman customer. Very often it leads to larger orders being placed than would have been the case had the customer been left to her own resources. She sees articles mentioned therein, which perhaps, in the back of her mind, she knows she wants, but which she would not happen to remember when she was ordering.

The Point of Timeliness

The point of timeliness which this list illustrates is worth while noting. For instance, if the weather is warm, and picnics are in the air, the list sent out on Friday will feature several lines which are peculiarly applicable to picnic buying.

This point is brought out particularly in the provision department. The store of Stennett Bros. is at Kew Beach. It is located right in the heart of a residential district, wherein the people are all more or less addicted to the habit of picnicking. The lake—Ontario—is two minutes or so from the store. The shores along in an easterly direction for three or four miles are picnic haunts, and the whole community around this store has got the habit of picnicking. Very well, then. The provision department takes advantage of the fact. It plays up in the weekly list referred to several lines which will be good picnic lines. Cold ham, for instance, is a great old stand-by for outings, and in the summer months the printed list contains an item of cold ham, at an attractive and reasonable level—consistent with the store's obtaining a profit—which catches the eye of the housewife who is going a-picnicking on the morrow. The same, of course, applies to eggs. Hard boiled eggs are another tradition for picnickers, and the store knows this. It, therefore, offers its patrons, in this printed list, the very best in quality and price which is possible.

Seizing the Moment

There is also another way in which this store seizes the moment, and turns it to good account. It caters to the week-end habit. A section of the city which is near the water as is this, and in the habit of spending the two week-end days on the water, weather permitting, is a week-ending section. Frequently families in the neighborhood arrange a picnic on Saturday, and another on Sunday. They, therefore, need extra supplies of picnic lines, and the store has a reputation for catering to this demand. Does a new resident ask an old one where she should go for some meats and so on for a picnic, the old one replies "Oh, Stennetts are the people."

As an aid to business, this store also uses a little weekly paper which circulates only at the Beach. The ad. may be seen therein in fairly large space, and the paper which goes to every house in the vicinity comes out in time for the week-end.

The policy of the store—at any rate so far as its provisions department is concerned—might be said to be a concentration upon an opportunity which is given by the habits of the people in the section in which the store is located. This was emphasized to the writer. "It is a matter of studying your clientele and finding out how you can work in with their habits and manners. Cater to their desires and specific demands. Provisions are a department which particularly well repay the application of this method, and yield a steadily increasing business, which, of course, means a steadily increasing profit, even though this year provision prices have been perforce so high."

SERVICE DEPARTMENT

The Canadian Grocer.

Dear Sirs.—We are anxious to know where we can buy California cherries or Italian or Spanish cherries for the manufacture of soda fountain supplies.

We wish to make Maraschino cherries in bottles, and have not been able to locate the broker who imports this line of goods. If you can let us have any information we would be obliged.

W——. O.

Edit. Note.—Name of importer has been sent.



PRODUCE AND PROVISIONS



A Decline in Cheese Levels

Reports of Less Governmental Buying—Country Boards Noticeably Lower—Eggs Are a Cent Higher—Cold Weather Induces Many Strengthening Factors—Poultry Business In Healthy Condition.

MONTREAL

PROVISIONS.—Prices and other factors of importance remain unchanged with market ruling steady and firmness well maintained, and a good volume of business passing in all lines. Feeling in pork products tends to greater strength but is so far without anything definite on which to base action other than a slightly better export business in hogs the falling off of which is stated to have been primarily responsible for the recent easiness. Hams, bacons and cooked meats are in extra good demand with light weights reported scarce and recent advances in no way weakened by this development, and lard is in good demand and slightly firmer.

Hams—		
Small, per lb.	0 22	0 24
Medium, per lb.	0 21	0 23½
Large, per lb.	....	0 22
Backs—		
Plain, bone in	....	0 24
Boneless	....	0 29
Peameal	....	0 29
Bacon—		
Breakfast, per lb.	....	0 26
Roll	....	0 18
Shoulders, bone in	....	0 16
Shoulders, boneless	....	0 17
Cooked Meats—		
Hams, boiled, per lb.	....	0 34
Hams, roast, per lb.	....	0 35
Shoulders, boiled	0 26	0 27
Shoulders, roasted	....	0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—	**Per bbl.**	
Heavy short cut mess	....	30 00
Heavy short cut clear	....	32 00
Clear fat backs	....	33 00
Clear pork	....	33 00
Lard, Pure—		
Tierces, 350 lbs., net	....	0 17
Tubs, 50 lbs. net	....	0 17¼
Tins, 50 lbs. net	....	0 17¼
Pails, wood, 20 lbs. net	....	0 17½
Pails, tin, 20 lbs., gross	....	0 17
Cases, 10 lbs. tins, 60 in case	....	0 17¾
Cases, 3 and 5-lb. tins, 60 in case	....	0 18¾
Bricks, 1 lb. each	....	0 19¼
Lard, Compound—		
Tierces, 375 lbs. net	....	0 14¾
Tubs, 50 lbs. net	....	0 15
Tins, 50 lbs. net	....	0 15
Pails, wood, 20 lbs., net	....	0 15¼
Pails, tin, 20 lbs. net	....	0 15½
Cases, 10-lb. tins, 60 in case	....	0 16¼
Cases, 3 and 5-lb. tins, 60 in case	....	0 16
Bricks, 1 lb. each	....	0 17
Hogs—		
Dressed, abattoir killed, cwt.	....	10 25

BUTTER.—Prices to trade remain unchanged but firmer tone pervades market following ½c advances on country boards which reflect effect of increased export trade in latter part of week. Local trade continues to be fairly good for this time of year but trade in general is awaiting further development of export business as present indications all point to a large yield which will require heavy overseas demand to absorb if this market is not to be flooded later on. Receipts since May 1 have been short of last year's, but are steadily increasing and last week's were 15,422 packages as against 12,234 for the same week of the previous year.

Butter—		
Finest creamery, fresh made	....	0 31
Dairy prints	....	0 26
Dairy, solids	....	0 25
Separator prints	....	0 26
Bakers	....	0 23

CHEESE.—Prices remain unchanged to trade although slight weakness developed in recent country board sales and market is in condition of expectancy awaiting developments as a result of a falling off in export demand and an increase of receipts which are now within 2 per cent. of last year's for period since May 1. Export trade of near future in both cheese and butter and general developments in latter are being eagerly followed in relation to their bearing on developments in cheese market.

Cheese—		
1915 make	....	0 20
Stilton	....	0 22
1916 make	....	0 18

EGGS.—Eggs are very firm with price to stores in country steadily increasing and now running as high as from 25c to 25½c although trade is still passing at from 1c to 1½c lower in some quarters on a loss-off basis, so that number ones are now offered at 27c and extras at 30c, and a further 2c advance talked of. Quality of present arrivals is not up to that of a few weeks ago in spite of recent cool weather and receipts continue to be plentiful and more than sufficient to care for local needs so that some eggs are still going into storage and present indications are for a fairly good supply for several weeks yet.

Eggs, case lots—		
No. 1's	....	0 27
Extras	....	0 30

POULTRY.—Prices and other factors of importance remain unchanged with market ruling steady and a firm tone well maintained in all lines as a result of the general shortage of supplies. Only receipts noted are in fowls, broilers and ducklings and which without exception find a ready sale. Fresh stock continues to dominate market with frozen stuff notable by its absence.

Poultry—		
Frozen Stock—		
Turkeys	0 29	0 31
Fowl, large	0 23	0 24
Fowl, small	0 23	0 24
Ducks	....	0 20
Geese	0 17	0 18
Roasting chicken, milkfed, 5 lbs. or over	....	0 28
Roasting chickens, ordinary	....	0 22
Squabs, Canadian, pair	....	0 50
Squabs, Philadelphia, pair	....	0 70
Pigeons, pair	0 25	0 30
Fresh Stock, Dressed—		
Fowls, large, per lb.	....	0 25
Fowls, small, per lb.	....	0 23
Turkeys, Tom, per lb.	0 26	0 27
Turkeys, Hen, per lb.	0 28	0 30
Broilers, per pair	1 25	1 40
Live Stock—		
Fowl, 5lbs. and vore	0 22	0 23
Fowl, small	0 20	0 21
Turkeys	0 22	0 23
Ducks	0 25	0 27
Geese	0 13	0 15
Chicken	0 15	0 18

HONEY. — Market is unchanged, quiet and steady with firmness well maintained and interest centreing in reports of new crop which are to effect that clover crop on which it depends is in good shape.

Honey—	
Buckwheat, tins	0 09½
Strained clover, 60-lb. tins	0 12
Strained clover, in 10-lb. tins	0 12½
Strained clover, in 5-lb tins	0 12½
Comb honey, white clover, per section	0 16
Comb honey, buckwheat, per section	0 13

MAPLE SUGAR. — Prices are unchanged from last week with no new developments and with retention of U.S. export duty occupying first importance on market as it has resulted in an increase of stocks on hand. Because sugar is chief standby of market as townships variety is pretty well cleaned up.

Maple Sugar—		
In blocks, bright, per lb.	0 14	0 15
In blocks, dark, per lb.	0 10	0 12
In tubs, per lb.	0 09	0 10
Maple Syrup—		
In 8½ lb. tins, each	0 90	1 00
In 13¾ lb. tins, each	1 40	1 50

TORONTO

PROVISIONS.—The market remains absolutely unchanged in all lines so far as price goes, and a noticeably easier tendency is exhibited in hogs, largely responsible for the unusual report of "no advances" this week. Cooked meats are all fairly firm, as they are swinging into demand for the season of the year. Bacons are a trifle off, an easier tone showing. Lard levels are unchanged and fairly well maintained.

Hams—		
Light, per lb.	0 23	0 24
Medium, per lb.	0 22	0 23
Large, per lb.	0 21	0 22
Backs—		
Bacon—		
Plain	0 27	0 28
Boneless, per lb.	0 28	0 29
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 25	0 29
Roll, per lb.	0 20	0 21
Shoulders, per lb.	0 20	0 21

Pickled meats—1c less than smoked.

Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 16	0 17
Cooked Meats—		
Hams, boiled, per lb.	0 33	0 34
Hams, roast, per lb.	0 33	0 34
Shoulders, boiled, per lb.	0 28	0 29
Shoulders, roast, per lb.	0 28	0 29
Barrelled Pork—		
Heavy mess pork, per bbl.	30 00	31 00
Short cut, per bbl.	32 00	33 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17¼
Tubs, 50 lbs.	0 17¼	0 17½
Pails	0 17¾	0 18
Bricks, 1 lb., per lb.	0 18¾	0 19
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 14	0 14¼
Tubs, 50 lbs., per lb.	0 14¼	0 14½
Pails, 20 lbs., per lb.	0 14½	0 14¾
Bricks, 1 lb., per lb.	0 15½	0 15¾
Hogs—		
Live	11 00	11 50
Dressed, abattoir killed	14 00	14 50

BUTTER.—The make of butter continues very good, and supplies are coming into market very freely. As a result there is a slight easiness in prices to be noticed this week. Creamery is being bought in the country for 27½ to 28c; that price is for solids. Dairy is being bought at 23½c. Export demand is markedly less this week, while shipments to western points have virtually ceased. Old country market is again reported as being easier in tone, and cables are certainly fewer. Many think we shall see a drop in prices shortly. No one is taking any fliers as a prophet, however.

Creamery prints, lb.	0 29	0 31
Creamery, solids	0 28	0 29
Dairy prints, choice, lb.	0 26	0 29
Dairy prints, lb.	0 25	0 26
Bakers	0 23	0 25

CHEESE.—Country boards are down a quarter to a half-cent this week, and the cheese market is noticeably easier. This is further enhanced by a lack of cable enquiry and a report that a much easier feeling characterizes the English market. Market has, therefore, declined just about what it went up last week, and we quote 18½ to 19 for large, and a quarter cent higher for twins. British Government, it is said, is hardly buying at all at the moment, while Canada's Government is buying decidedly less. Whether the lower levels will continue, however, is a matter for speculation.

Cheese—		
New, large, per lb.	0 18½	0 19
New, twins, per lb.	0 18¾	0 19¼
Sept., large, per lb.	....	0 22
Sept., twins, per lb.	....	0 22¼
Sept., triplets, per lb.	....	0 22½

EGGS.—Prices are up a full cent this week, due largely, it is suggested, to the cold weather so unusual for this season of the year. Not only are there not so many eggs coming but in warmer weather consumption is not so heavy. We are having an inordinate consumption right at the moment. Hot weather would also stop storing. Conversely cold weather promotes it. All these factors help to keep levels stronger than they naturally would be, and even to create an advancing market. American shortage continues to be emphasized as a reason for the market's strength, but we do not think it an important one.

Eggs—		
New laids	0 28	0 30
New laids, ex cartons	0 27	0 28

POULTRY.—Dealers are paying 13 to 15c for old fowl in this country; 23c for spring ducklings and 35c for broilers, all delivered Toronto. Prices to the trade appear below. Lots of old hens are coming in now, those that are through hatching. Dressed stuff does not have much demand. Live on the other hand is keenly called for, and the poultry business is unusually healthy.

Poultry—	Live	Dressed
Spring broilers (1½ lbs. and over)	0 40—0 45	0 55—0 65
Old fowl, lb.	0 18—0 2.	0 22—0 24
Milk-fed	0 17—0 20	0 25—0 26

HONEY.—Business proceeds apace without marked change in price or condition.

Honey—		
Buckwheat, bbls., per lb.	0 07¼	0 07¾
Buckwheat, tins, per lb.	0 07¾	0 08¼
Clover, 50 lb. tins, per lb.	0 13½	0 13¾
Clover, 10 lb. tins, per lb.	0 14	0 14¼
Clover, 5 lb. tins, per lb.	0 14	14¼
Comb, No. 1, doz.	2 50	3 00
Comb, No. 2, doz.	2 00	2 40

WINNIPEG

PRODUCE AND PROVISIONS.—The hog market remains practically the same as last week, although receipts were slightly heavier. Live hogs sold from $9.75-$10. Meat prices remain the same, as well as lard. Fresh-made creamery butter is coming along fairly well, prices being rather firm; No. 1 creamery brings 28-29c; No. 2, 27c. Egg receipts are about the same as last week, but the quality is a little lower, and is inclined to drop on account of warmer weather approaching. Price of eggs is firm—for strictly candled eggs 25-25½c, which is the same as a week ago. The cheese market is unchanged.

Hams—		
Light, per lb.	0 21	0 22
Medium, per lb.	0 20	0 21
Large, per lb.	0 19	0 20
Bacon—		
Breakfast, per lb.	0 22	0 23
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light	....	0 16½
Cooked Meats—		
Hams, boiled, per lb.	....	0 31
Shoulders, boiled, per lb.	0 23	0 24
Roast hams, lb.	....	0 35
Barrelled Pork—		
Mess pork, bbl.	....	27 00
Lard, Pure—		
Tierces	....	0 16
Pails	....	0 32½
Cases, 10s	....	10 05
Cases, 5s	....	10 13
Cases, 3s	....	10 20
Cartons	....	0 17½
Lard, Compound—		
Tierces	....	0 13
Tubs, 5's, net	....	6 62
Pails, 2's, net	....	2 75
Butter—		
Fresh made creamery	0 28	0 29
Creamery, No. 2	....	0 27
Best dairy	0 24	0 25
No. 2 dairy	0 21	0 22
Cooking	0 16	0 18
Eggs—		
New laids	0 25	0 25½
Cheese—		
Ontario, large	....	0 21
Ontario, twins	....	0 21½

FRUIT AND VEGETABLES

(Continued from page 36.)

Onions—		
Texas, Bermuda, crtae	2 00	2 75
Green, doz., bunches	0 20	0 30
Lettuce leaf, doz.	0 15	0 25
Lettuce head, hamper	1 75	2 25
Mushrooms, imported, 6 qt.	2 00	2 25
Parsley, 11 qt. basket	0 15	0 30
Peppers, green, basket	0 60	0 65
Potatoes—		
N.B. Delaware, bag	2 10	2 15
Ontario, bag	....	1 90
New, barrel	6 25	6 50
Radishes, doz.	0 12½	0 20
Rhubarb, doz.	0 20	0 25
Spinach, hamper	....	0 75
Tomatoes, lb.	....	0 10

WINNIPEG

FRUIT AND VEGETABLES.—Only home-grown spinach is now offering. Hood River strawberries have advanced to $4.50 per case. Washington box apples are up to $2.50. California lemons are quoted at $6. Sweet potatoes are off the market. A big decline has taken place in Mississippi tomatoes, now quoted $1.75 per crate. New lines on the market are cantaloupes and watermelons, $8 and $8.50 respectively.

Fresh Fruits—		
Bananas, lb.	....	0 04½
Cherries, case 9 lbs.	....	3 00
Cantaloupes	....	8 00
Grapefruit, case	....	5 50
Strawberries, Hood River, case 24 qts.	....	4 50
Washington box apples	....	2 50
Valencia oranges, case	....	5 00
California lemons	....	6 00
Florida pineapples, case	....	4 50
Plums, crate	....	2 50
Peaches, crate	....	2 25
Apricots, crate	....	2 75
Watermelons	....	8 50
Vegetables—		
Asparagus, Minnesota, doz.	....	1 25
Cabbage, new, lb.	....	0 06
Peppers, per basket	....	0 75
Mushrooms	....	0 90
Carrots, per lb.	....	0 02½
New potatoes, lb.	....	0 06
B.C. potatoes	....	1 10
Alberta potatoes	....	1 00
Garlic, per lb.	....	0 25
California head lettuce, case	....	4 00
Texas onions, crate	....	3 00
California onions, sacks	....	5 00
Mississippi tomatoes, crate 4 haskets..	....	1 75
Green peas, lb.	....	0 20

TORONTO GROCERS HAD "SOME PICNIC"

(Continued from page 21.)

Stewart, Pat Mulquin, Bill Sykes, Billy McLeary, and Jack Sanderson used to wallop the ball.

After a long rest up, Jerry Burns was an added starter in a special 50-yard dash. Sixth was the best he could do, but he landed a dozen of "Florshine" at that.

For the first time in years "Dave" Bell looked sad. It was when the married grocers were romping home in event No. 14.

The heavyweight end of the Association showed that they are still in the game, when Dave Clark, Fred Thorne and Harry McDonald won prizes.

The two Donalds, McLean and Nicolson, wore broad smiles as they put stout elastic bands around the receipts.

Neil Carmichael, J. S. Bond and John Davison didn't compete, but say they'll be heard from, in the euchre games, etc., later on.

The travellers were all there practically, every firm being represented, and they were doing everything but taking orders.

DRIED FRUITS AT END OF WAR

A prominent Winnipeg importer speaking on what would happen to Mediterranean fruits should there be peace talk, said: "If there should be any substantial talk of peace, I think we should soon see a lot of U. S. lines decline—almost all lines."



THROUGH OTHER SPECTACLES



HOW IT WORKS

From St. Thomas Times

It can truthfully be said that Guelphites are at sixes and sevens. When the city hall and postoffice clocks declare it is seven, the standpatters declare it is not so, and claim that it is only six. The daylight-saving scheme did not get a good start there on Monday. The factories in most cases took a referendum vote, and in nearly every case the men voted to stay with standard time. The stores and business houses generally are observing the new order. The confusion was added to when the schools opened on standard time, while many of the children had been sent to school on the new city time. Thus for the noon-day meal in many cases the children in the homes were arriving just as the workers in the family were preparing to return to work. The general feeling is that the scheme should be given a fair trial, but unless there is a more general adoption of the plan it can result in nothing but failure.

The most laughable incident in connection with the adoption of the daylight saving scheme at Guelph occurred in the case of a man who generally opens his shops about eight. Sunday night he performed an operation on the family alarm clock, and made it say ten when it was going to say nine. His wife, who was in a neighboring house, came home a short time after, and before retiring she again speeded up the hands of the clock and added another hour. Monday morning, according to the clock in the shop, the merchant found that he was open for business at exactly a quarter to six, standard time.

TUNA VALUABLE TO CALIFORNIA

From Western Canner and Packer

In a statement made at San Diego, where he spent some time on official investigation during the month of April, Mr. N. B. Scofield, California Fish and Game Commissioner, said:

"The State has propagated salmon scientifically, and at great cost, by way of building up a commercial asset in the way of increased food supply, but no propagation has been attempted or does any yet seem necessary with the tuna. On the contrary, the tuna fishermen came, harvested the crop that nature sowed for the wise men from the east, and to-day, instead of a waste, it is the biggest individual feature we have in Southern California fisheries to-day—and to-morrow we look to the south to supply the State with fish.

"Few know that the once despised albacore (tuna) now packed by the carload as 'tuna fish,' has already gone far ahead of the much-advertised salmon in its value to the State, great as that has been."

THE PRICE OF MATCHES

From New York Times.

Because the war has caused a great advance in the price of potash, matches are going to cost more. Potash comes mostly from Germany, and since the war started little has been imported from that country. The price at the beginning of the war was $25 a ton. It is now $400 a ton.

The sales manager of a large match company, explained that there were as many of the ordinary safety matches coming from Norway and Sweden as in normal times, and that the war had not interfered with imports enough to cause a rise in price for that reason. He explained that there had been an advance in the price of all matches because of the increased cost of potash, paper, and other things that go to make a match. He said the little matches one gets in small black boxes are made abroad, but the kind that come in small paper folders are all made in this country, as are most of the other matches used here. He didn't believe there was any danger of a shortage in the New York market.

Another match man thought that the delay in shipments from abroad was responsible in part for increased prices.

"Shipments from abroad are coming in slower than ever before," he said. "When the war started I had a shipment of 200 cases ready to be sent to this country, but the Austrian Government held it up. I haven't got it yet. We can't get enough matches to meet the demand."

TOMATOES IN 2½ POUND TINS

From The Canner, Chicago

The Canadian Grocer in a recent issue said that "Canners of vegetables and fruits in Ontario have decided this year to adopt, as far as possible, the 2½-lb. tin for tomatoes, baked beans and some fruits, instead of the usual 3-lb. tin. The idea of this, no doubt, is on account of the prices on canned tomatoes and baked beans advancing so sharply during the past six or eight months. The canners are anxious to produce a tomato tin, etc., that will sell to the consumer at a popular price, and still allow a margin of profit for themselves and the trade. The experience with a No. 3 tin is that it can seldom be got down to the popular price basis, and this injures the consumption greatly. Some canners predict that this is the beginning of the end of the No. 3 tin as a standard size, and that several other lines will follow."

It has been suggested several times that canners in the United States adopt the No. 2½ can for tomatoes in place of the commonly used No. 3 tin, as some consider that the smaller container gives better opportunities for a reasonable profit. This view has been supported, too, with very good arguments, but it is not to be observed that there is even a tendency among tomato packers to discard the No. 3 for the No. 2½ size. The latter has, however, been long in general use by tomato packers in California and Utah.

REFUSING TO SELL SUGAR.

From the Irish Trader, Dublin

Since the difficulty in obtaining sufficient supplies of sugar has become acute, traders have, not unnaturally, been reluctant to part with any part of that which they have had in stock to people who are not regular customers and who come into their shops for the purpose of buying sugar only, and have in many cases refused to sell it except to those who buy other articles as well. This, we submit, is a perfectly reasonable attitude to adopt; a person who at the present time buys sugar and nothing else from a grocer, is only a nuisance to him, because he takes up the grocer's time, puts him in a difficulty with regard to his regular customers, and does not enable him to make any money. The Government, however, apparently takes another view, and the Sugar Commission now sends to those traders who refuse to sell sugar unless with other purchases, notices that "this practice must be discontinued forthwith," and asking for the assurance by return that they will do so, "because if the practice continues, the Commission will have no alternative but to take drastic action in the matter." It is not stated what the "drastic action" referred to is, but presumably it is the stoppage of supplies of sugar to anyone who persists in the practice complained of. It may seem strange that the power to do so should be conferred on any public body, but the terms of the Royal Warrant by which the Sugar Commission was constituted, appear to be sufficiently wide to give the Commission such a power; they were authorized "to purchase, sell and control the delivery of sugar on behalf of his Majesty's Government; and generally to take such steps as may seem desirable for maintaining the supply." We submit that there is nothing in the way of preventing the maintenance of the supply in refusing to sell sugar unless another article is bought, because the person who seeks to buy sugar only from a trader presumably buys other grocery goods somewhere, and it does not involve any inability on his part to get a supply of sugar, to tell him in effect, that he must go for his sugar to the place he gets his other grocery goods. At the same time, whether this argument be well founded or not, an ordinary trader cannot afford to fight with a great department of government, and the only way left for a grocer who seeks to preserve his supply of sugar for his regular customers, is to simply say to anyone who wishes to buy sugar only from him that he has no more sugar than is necessary to meet the requirements of his regular customers, and must reserve it all for them; we take it that the Sugar Commission will not be able to take exception to that course. At all events, they have not yet, so far as we are aware, taken exception to it, and until they do, no one adopting it need have any fear of any "drastic action" by them.

A CONSULAR TROUBLE

From Montreal Journal of Commerce

It is seldom that Canadians are called upon to take exception to the actions of representatives of foreign nations residing in Canada. As a rule these gentlemen prove their wisdom by carefully refraining from any statement of facts that can be challenged, or any expression of opinion on Canadian conditions that is objectionable to our Canadian people. It is therefore surprising to find in the American press statements emanating from the United States Consul at Vancouver concerning labor conditions in British Columbia that are declared by good authority to be at variance with the facts and calculated to do harm to Canadian interests as respects immigration from the United States. It is well, before forming judgment in matters of this kind, to have the most careful enquiry into the case, so that the Consul at Vancouver may not be held responsible for words that he did not use. But if, as a result of this inquiry, it be found that the Consul has been unwise enough to put into circulation reports of an inaccurate and misleading character, the United States Government will probably find that his usefulness as a representative is gone. It is fortunate that the matter will come under review by such an experienced Consul General as Mr. J. G. Foster, at Ottawa. That gentleman, by long service at Halifax and Ottawa, has proved himself a capable and valuable representative of his country, and he may be relied on to require from the subordinate Consuls the exercise of the discretion which he at all times exhibits.



A pronounced favorite from the first

That is the most apt description of the big popularity which has distinguished Cow Brand Baking Soda from the beginning.

The good housewife perceives the vast difference between this high-grade soda and the ordinary.

Order through your wholesaler.

CHURCH and DWIGHT, Limited
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A careful housekeeper uses **Sani-Flush** to clean toilet bowls, because it saves time and expense. Materials which have less effect are wasteful and cost more for the results accomplished.



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SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight 10 lbs.	$ 0 45
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	3 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$0 95	$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

DOMINION CANNERS, LTD.

JAMS

"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.

	Screw Top Glass Jars 16 oz. glass 2 doz.case Per Doz.
Apricot	$ 2 40
Assorted	2 30
Blackberry	2 35
Blueberry	2 35
Currant Red	2 20
Currant Black	2 35
Cherry	2 30
Gooseberry	2 20
Plum	2 20
Plum Green Gage	2 30
Pear	2 20
Peach	2 20
Raspberry, Red	2 35
Raspberry, Black	2 35
Rasp. and Red Currant	2 30
Rasp. and Gooseberry	2 30
Strawberry	2 40

CATSUPS—In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS WITH PORK.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05

Family, Plain, $1.20 doz.; Family, Tomato Sauce, $1.30 doz.; Family, Chili Sauce, $1.30 doz.; 3's, Plain, Flats, Aylmer only, $1.40 doz.; 3's, Tomato Sauce, Flats, Aylmer only, $1.50 doz.; 2's, Chili Sauce, Flats, Aylmer only, $1.50 doz.; 2½'s, Plain, $1.45 doz.; 3's, Plain, Tall, $1.60 doz.; 3's, Tomato Sauce, $1.75 doz.; 3's, Chili Sauce, $1.75 doz. The above 2 doz. to case. 10's, ½ doz. per case, for hotel and restaurant use (gals.), $5.25 doz.

"AYLMER" PURE ORANGE MARMALADE

	Per Doz.
10½ oz. Gross Jars	$ 0 75
Tumblers, Vacuum Top, 2 doz. in case	1 15
12 oz. Glass, Screw Top, 2 doz. in case	1 40
14 oz. Glass, Screw Top, 2 doz. in case	1 60
16 oz. Glass, Screw Top, 2 doz. in case	1 90
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	1 95
2's Glass, Vacuum Top	3 10
2's Tin, 2 doz. per case	2 75
4's Tin, 12 palls in crate, per pail	0 50
5's Tin, 8 pails in crate, per pail	0 61
7's Tin or Wood, 6 pails in crate	0 79
14's Tin or Wood, 4 pails in crate, per lb.	0 11
30's Tin or Wood, one pail only, per lb.	0 11

BLUE

Keen's Oxford, per lb.	....
In 10-lb. lots or case	....

CEREALS

WHITE SWAN	Per case
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wght. 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
Health Flour, 5 lb. bags, per doz.	2 40
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80

If any advertisement interests you, tear it out now and place with letters to be answered.

ROYAL BAKING POWDER

ABSOLUTELY PURE

ROYAL BAKING POWDER has "no season" and "no section" because it sells everywhere all the time. Of all the standard products in the grocery business, none has more thorough distribution and active demand than ROYAL BAKING POWDER.

Keep a good stock of ROYAL BAKING POWDER on hand and keep it well displayed, because it will pay you more and surer profit than you can make on inferior brands.



Contains No Alum

ROYAL BAKING POWDER CO.

NEW YORK



TEA

We have to offer a particularly desirable selection of Ceylon, Indian, China and Japan Teas at prices that defy competition.

Write for prices and quotations which will be cheerfully submitted to you.

John Duncan & Co., Limited

Established 1866 MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

Is the Money Always There?

WHEN you have wanted a certain thing that would have added to the pleasures of life, was the money always there? when you figured up to see if "Cash on hand" would warrant you to make the purchase. Have you ever felt the need of a good vacation or wanted some little extra luxury, but simply could not afford it because your regular income was not sufficient?

WE have a plan that will enable you to add these extra luxuries without interference in any way with your regular occupation; a plan from which you may derive sufficient income to warrant your having all the added pleasures of life. This plan may be worked during spare time without interference with your regular duties. One hour in the evening spent among your acquaintances—a half-hour after lunch in the office or factory will give you an additional $5.00 or $10.00 weekly.

WE have hundreds of subscriptions in your locality ready to be taken. A representative on the spot could secure these orders, saving these people the trouble incidental to mailing. These orders, together with the many other subscriptions which may be added from the friends of our old subscribers whom they will recommend to you, will give you an income that with the same amount of work will double your earnings each year. The work is both pleasant and profitable. No previous experience required.

This plan will interest you, so write us to-day for full particulars.

The MacLean Publishing Co.
LIMITED

Division B.

143-153 University Avenue

TORONTO ONTARIO

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake— Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confectious.	Per doz.
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 36
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 90
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans	$6 95
Reindeer Brand, each 48 cans	6 70
Silver Cow, each 48 cans	6 15
Gold Seal, Purity, each 48 cans	6 00
Mayflower Brand, each 48 cans	6 00
Challenge, Clover Brand, each 48 cans	5 50

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 60
Jersey Brand, Hotel, each 24 cans	4 60
Peerless Brand, Hotel, each 24 cans	4 60
St. Charles Brand, Tall, each 48 cans	4 70
Jersey Brand, Tall, each, 48 cans	4 70
Peerless Brand, Tall, each, 48 cans	4 70
St. Charles Brand, Family, each, 48 cans	4 10
Jersey Brand, Family, each, 48 cans	4 10
Peerless Brand, Family, each 48 cans	4 10
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each, 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans	4 50
COCOA, Reindeer Brand, each 24 cans	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36
1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 20
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, $1.75; 1s, $2.90; 2s, $5.40; 6s, $21.00; 14s, $43.00.
Roast Beef, ½s, $1.75; 1s, $2.90; 2s, $5.40; 6s, $20 00
Boiled Beef, 1s, $2.90; 2s, $5.40; 6s, $20.00.
Jellied Veals, ½s, $1.75; 1s, $3.00; 2s, $4.50; 6s, $21.00.
Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.
Beefsteak and Onions, ½s, $1.75; 1s, $3.00; 2s, $5.40.
Cambridge Sausage, 1s, $3.00; 2s, $5.00.
Pigs' Feet, 1s, ...; 2s, $4.25.
Boneless Pigs' Feet, ½s, $1.50; 1s, $2.50.
Lambs' Tongues, ½s, $1.90.
Sliced Smoked Beef, tins, ½s, $1.70; 1s, $2.65; 4s, $13.50.
Sliced Smoked Beef, glass, ¼s, $1.20; ½s, $1.90; 1s, $2.75.
Tongue, Ham and Veal Pate, ½s, $1.45.
Ham and Veal, ½s, $1.20.
Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, $1.
Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, $1.45.
Ox Tongues, tins, ¼s, $3.00; 1s, $5.50; 1½s, $7.50; 2s, $10.50.

HOME GROWN STRAWBERRIES

should be arriving freely this week. We will be receiving large quantities daily. Send us your orders.

Also California Peaches, Plums and Apricots.

Southern Tomatoes, Cucumbers and other Vegetables.

Water Melons
Florida now fine quality.

HUGH WALKER & SON
The House of Quality
GUELPH :: ONTARIO

Mississippi Tomatoes

4 Basket Crates now arriving.

California

Apricots
Plums
Peaches
Cherries

WHITE & CO., LIMITED
Wholesale Fruits
TORONTO

THERE'S NO OTHER
flavor like
MAPLEINE

That's why it continues to grow in popular favor.

ORDER FROM :

Frederick E. Robson & Co.
25 Front St. E.
Toronto, Ont.

Mason & Hickey
287 Stanley St.
Winnipeg, Man.



Crescent Mfg. Co.
Seattle, Wash.

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

Fruits
Bananas
Lemons
Oranges
and also
All Early Vegetables

Lemon Bros.
OWEN SOUND, ONT.

LEMONS

Looks like any brand will sell this summer, but the man who orders ahead and gets

"St. Nicholas"

will be infinitely better served.

J. J. McCabe
Agent
TORONTO

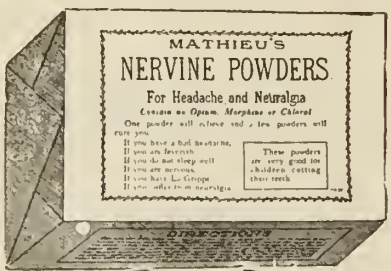
If any advertisement interests you, tear it out now and place with letters to be answered.

BACK BACON

A very nice line of Bacon, preferred to Breakfast Bacon by some and always supplying a change when asked for. We have it "In Casings," Boneless and Skinned.

Made Under Government Inspection.

F. W. Fearman Co.
LIMITED
HAMILTON



Somebody is getting this trade

Why not you?

A simple, harmless, but effective remedy for nervous disorders of every description is always in big demand everywhere. There are lots of people coming into your store every day who need just such a remedy as

MATHIEU'S NERVINE POWDERS

A counter display of these dependable nerve "straighteners" will bring this profitable trade your way. The results that Mathieu's Powders produce warrant your recommending them with perfect confidence.

A window or counter display of these famous nerve powders will bring you splendid results. Other dealers are finding it worth while to push this line. So will you. Order a stock to-day.

J. L. Mathieu Co., *Proprietors*
SHERBROOKE, QUE.

Ox Tongues, Glass, 1½s, $10.50; 2s, $13.00.

Mincemeat, Hermetically Sealed Tins, 1s, $1.75; 2s, $2.85; 3s, $4, 4s, $5.50; 5s, $7.

In Pails, 25 lbs., 10½c lb.

In 50 lb. Tubs, 10½c.

In 85 lb. Tubs, 10c.

In Glass, 1s, $2.25.

Plum Pudding, 1s, $2.30; 2s, $3.

Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85. 50 lb. Pails, 17c.

Clark's Peanut Butter—Pails 24 lbs., 17c per lb.

Clark's Tomato Ketchup, 8 oz., $1.35; 12 oz., $1.90; 16 oz., $2.40; 1 gal. jars, $1.30; 5 gal. jars, $1.25 per gal.

Pork and Beans, Plain Talls, 1s, 70c; 2s, $1.10; 3s, $1.70; 6s, $6; 12s, $8.50; 3s, flat, $1.60. Individuals, 55c doz.

Pork & Beans, Tomato Sc. Talls 1s, 75c; 2s, $1.15; 3s, $1.75; 6s, $6; 12s, $8.50; 3s flat, $1.60; Individuals, 60c. doz.

Pork and Beans, Chili, 1s, 75c; 2s, tall, $1.15; 3s, flat, $1.60; Individuals, 60c doz.

Tomato Sauce, 95c doz.; plain, 95c doz.

Pork and Beans, 1½, Chili Sauce, 95c doz.

Vegetarian Baked Beans, Tomato Sauce, Talls, $1.20.

Clark's Chateau Chicken Soup, $1.10.

Clark's Chateau Concentrated Soups, 95c.

Clark's Chateau Concentrated Soups, No. 1, Assorted, 95c.

Spaghetti with Tomato and Cheese, ½s, 95c; 1s, $1.30 doz.

Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at $10.00 per doz.

English Plum Puddings, 1s, $2.30 doz.; 2s, $3 doz.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies

BASIN DE VICHY WATERS.

L'Admirable, 50 btles, litre, cs.	5 50
Neptune	7 00
San Rival	8 00

VICHY LEMONADE

La Savoureuse, 50 btles, cs.	8 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 btles, cs.	$9 00

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs., 6 doz. pts., doz.	1 15
Ginger Ale, Trayders, cs., 6 doz., splits, doz.	0 95
Club Soda, Trayders, cs., 6 doz. pts., doz.	1 05
Club Soda, Trayders, cs., 6 doz., splits, doz.	0 95

BLACK TEAS

Victoria Blend, 50 and 30-lb. tins, lb.	0 38
Princess Blend, 50 and 30-lb. tins, lb.	0 35

JAPAN TEAS

H. L., ch. 90 lbs., lb.	0 25
Victoria, ch. 90 lbs., lb.	0 30

COFFEES

Victoria, Java and Mocha Blend, 1-lb. tin, lb.	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MUSTARD
COLMAN'S OR KEEN'S

	Per doz. tins
D. S. F., ¼-lb.	$ 1 60
D. S. F., ½-lb.	2 90
D. S. F., 1-lb.	5 75
F. D., ¼-lb.	0 90
	Per jar
Durham, 4-lb. jar	0 93
Durham, 1-lb. jar	0 31

JELLY POWDERS
WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	$ 0 90

List Price

SPICES
WHITE SWAN SPICES AND CEREALS, TORONTO

SPICES	5c Round litho. dredge. Per doz.	10c Oval 11th. dredge. 2½ oz. Per doz.
Allspice	$0 45	$0 90
Arrowroot, 4 oz. tins, 85c	....	....
Cayenne	0 45	0 90
Celery salt	....	....
Celery pepper	....	....
Cinnamon	0 45	0 90
" whole, 5c. pkgs., window front, 45c	....	....
Cloves	0 45	0 90
Cloves, whole, 5c. pkgs., window front, 45c	....	....
Curry powder	....	....
Ginger	0 45	0 90
Mace	1 25	....
Nutmegs	0 45	0 90
Nutmegs, whole, 5c pkgs., window front, 45c.	....	....
Paprika	0 45	....
Pepper, black	0 45	0 90
Pepper, white	0 50	0 95
Pastry spice	0 45	0 90
Pickling spice, window front, 90c	....	....
Dozens to case	4	4
Shipping weight per case	10 lbs.	15 lbs.

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches—Boxes	Cents
40 lbs., Canada Laundry	.06¼
40 lbs., Canada White Gloss, 1 lb. pkg.	.06¾
48 lbs., No. 1 White or Blue Starch, 3 lb. cartons	7¼
100 lbs. kegs No. 1 White	.06¾
200 lbs., bbls., No. 1 White	.06¾
30 lbs., Edwardshurg Silver Gloss, 1 lb. cbromo pkgs.	.07¾
48 lbs., Silver Gloss, in 6 lb. tin canisters	.08¼
36 lbs., Silver Gloss, in 6 lb. draw lid boxes	.08¼
100 lbs., kegs Silver Gloss, large crystals	.07¼
28 lbs., Benson's Satin, 1 lb. cartons, chromo label	.07½
40 lbs., Benson's Enamel, (cold water), per case	3 00
20 lbs. Casco Refined Potato Flour, 1 lb. pkgs.	12½
Celluloid	
Boxes containing 45 cartons, per case	3 60
Culinary Starch	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared Corn	.07¾
40 lbs., Canada Pure Corn (20 lb. boxes ¼c higher)	.06½

For over fifty years the householder has been enjoying the goodness of Chase & Sanborn's High Grade Coffees of which you can sell several pounds in less time than you could persuade a customer to try one pound of the unknown brand.

Chase & Sanborn
Montreal

Why You Should Feature

KING GEORGE'S NAVY



Cash in on our advertising

When you start featuring "**King George's Navy**" in your window or on your tobacco counter, you will begin to realize what a tremendous demand there always is for this well-known chewing tobacco.

Our country-wide advertising campaign, coupled with the marked superiority of the tobacco itself has popularized "**King George's Navy**" everywhere.

Cash in on this growing demand by keeping your display case well filled.

Begin Now.

Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

If any advertisement interests you, tear it out now and place with letters to be answered.

A WINNING COMBINATION

Arthur Stringer's latest success, "The Anatomy of Love," scheduled to first appear in the June issue of MacLean's, and Arthur MacFarlane's newest mystery story, "Behind the Bolted Door," supply a winning combination for our representatives to "roll up" a big **bonus** and commissions during the next few weeks.

These two splendid stories will appear in MacLean's first—probably in book form later. These are but two of the many fine features that go to make up entertainment for our readers. This means that **hundreds of people** will subscribe to MacLean's during the next few weeks. There are dozens of subscriptions to be had in your district. Let us tell you how to secure them and how to become an authorized representative.

To take care of the increased demand for MacLean's we must have at once an active representative in every district in Canada. To those **who can qualify,** big money will be paid. The work is light and pleasant—your spare time is all that's needed for a start. It interferes in no way with your regular duties; in fact, the more you work our plan the greater your efficiency in your regular work will be noted.

If the extra $5.00 or $10.00 a week in exchange for your spare time means **anything to you,** write us today for full particulars. No obligation, you know—simply say, "Send me all particulars concerning your money-making plan."

The MacLean Publishing Co., Ltd.

TORONTO, CANADA

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs. ..... .06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. ..... .06¾
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. .07¼
Barrels, 200 lbs. ..... .06¾
Kegs, 100 lbs. ..... .06¾
Lily White Gloss—
1-lb. fancy carton cases 30 lbs. ..... .07¾
8 in case ..... .08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ... .08¼
Kegs, extra large crystals, 100 lbs. ..... .07¼
Canadian Electric Starch—
Boxes, containing 40 fancy pkgs., per case 3 00
Celluloid Starches—
Boxes containing 45 cartons, per case 3 60
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .06½
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .07¾
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs. .07¾
(20-lb. boxes ¼c higher than 40's)

COW BRAND BAKING SODA

In boxes only.

Packed as follows:

5c packages (96) .....$ 3 20
1 lb. packages (60) 3 20
½ lb. packages (120) 3 40
½ lb. 60, 1 lb. 30 } Packages Mixed 3 30

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars—3 lbs., 1 doz. in case .....$ 2 80
2 lb. tins, 2 doz. in case.... 2 75
5 lb. tins, 1 doz. in case... 3 15
10 lb. tins, ½ doz. in case.. 3 05
20 lb. tins, ¼ doz. in case.. 3 00
(5, 10 and 20 lb. tins have wire handles.)
Barrels, about 700 lbs. ... .04
Half bbls., about 350 lbs.. .04¼
Quarter bbls., about 175 lbs. ..... .04½
2 Gal. wooden pails, 25 lbs. each 1 50
3 Gal. Wooden Pails, 38½ lbs., each 2 10
5 gal. wooden pail, 65 lbs. each 3 35

LILY WHITE CORN SYRUP

2 lb. tins, 2 doz. in case...$ 3 25
5 lb. tins, 1 doz. in case... 2 65
10 lb. tins, ½ doz. in case 3 55
20 lb. tins, ¼ doz. in case 3 50

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case.. 4 80
Barrels, per 100 lbs..... 5 25
½ barrels, per 100 lbs..... 5 50

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case....$4 05
5 lb. tins, 1 doz. in case.... 4 75
10 lb. tins, ½ doz. in case... 4 45
20 lb. tins, ¼ doz. in case... 4 35
Delivered in Winnipeg in carload lots.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size	Mam.	Large	Med.
2½ Can. .....$	4.75	$ 3.75	$2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can ...	14.00	12.00	9.00

YUBA BRAND

2½ Can .....$	3.00	$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Picnic Can	...	.90

INFANTS' FOOD

MAGOR SONS & CO., LTD.

Robinson's patent barley, ½-lb. tins, ...; 1-lb. tins, ...; Robinson's patent groats, ½-lb. tins, ...; 1-lb. tins, ...

STOP-ON POLISHES Doz.

Polish, Black, Tan, Ox-blood and Nut-brown 0 85
Dressing, White, 4-oz. bottle 2 00

NUGGET POLISHES Doz.

Polish, Black and Tan 0 85
Metal Outfits, Black and Tan 3 85
Card Outfits, Black and Tan 3 25
Creams and White Cleanser 1 10

WENTWORTH ORCHARD CO., LTD.,

Hamilton and Toronto.

Pure Fruit, Jams and Jellies

Raspberry and Apple, Strawberry and Apple, Peach and Apple, Plum and Apple, Gooseberry and Apple, Black Currant and Apple, Red Currant and Apple: Tumblers, 95c. doz.; 12-oz. jars, $1.25 doz.; 16-oz. jars, $1.75 doz.; No. 2 gold tins, $2.40 per doz.; No. 4 gold pails, 40c each; No. 5 gold pails, 50c each; No. 7 gold tins, 70c each.

Fruit Pie Filling

Raspberry flavor, strawberry flavor, peach flavor, plum flavor, gooseberry flavor, No. 2 gold tins, $2.40 doz.

Whole Tomato Catsup

½ pints, bottles 0 95
Pint, bottles 1 35

Worcestershire Sauce

½ pints, doz. 0 95
Pints, doz. 1 35

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pkgs.. 1 20

IMPERIAL TOBACCO CO. OF CANADA, LIMITED,

EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs. .....$ 0 60
Bobs, 6s and 12s, 12 and 6 lbs. 0 46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs. 0 46
Currency, 6s, ½ butts, 9 lbs. 0 46
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs. 0 48
Walnut Bars, 8½s, boxes 7 lbs. 0 64
Pay Roll, thick bars, 8½s, 6 lb. boxes 0 68
Pay Roll, thin bars, 8½s, 5 lb. boxes 0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies 0 68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs. 0 57
Great West, pouches, 9c..... 0 72
Forest and Stream, tins, 11s, 2 lb. cartons 0 89
Forest and Stream, ¼s, ½s and 1-lb. tins 0 80
Forest and Stream, 1-lb. glass humidors 1 00

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c/o Canadian Grocer, University Avenue, Toronto.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

WANTED — MEN. ARE YOU CAPABLE OF organizing and controlling a subscription sales force? If you are, you are the man we want to get in touch with. We have a plan that will make you "real money." Part or whole time accepted. Drop us a card for full particulars. The MacLean Publishing Co., 143-153 University Ave., Dept. F, Toronto, Ont.

FOR SALE

FOR SALE OR EXCHANGE FOR GOOD paying grocery, lot 25 x 122 ft., North Toronto, on Yonge St. Present value $700. Further particulars apply to Box 146, Canadian Grocer.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

Advertising

"Advertising is the education of the public as to who you are, where you are, and what you have to offer in the way of skill, talent or commodity. The only man who should not advertise is the man who has nothing to offer the world in the way of commodity or service."—*Elbert Hubbard.*

TANGLEFOOT

The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

THE FEDERAL REPORTER, 91-93 Wall Street, New York City

OAKEY'S KNIFE WELLINGTON POLISH



JOHN OAKEY & SONS, LIMITED, LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

Toronto Butchers' Supply Co.
LIMITED

Cleaners, Importers, and Exporters of Sausage Casings. Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.

49 DUNDAS STREET, - - TORONTO

EGG FILLERS

Our capacity is three times the total Filler requirements of Canada
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LIMITED
TRENTON, ONTARIO, CANADA

CHIVER'S
JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

Jenkins & Hardy

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto St., Toronto
52 Can. Life Bldg., Mont.

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS
GEO. J. CLIFF

W. GEO. VARTY

29 Melinda Street - TORONTO

Agent for G. WASHINGTON'S COFFEE
Phone M. 7089

PORT ARTHUR, ONT. MONTREAL, QUE.

FRESH FISH
FOR NEXT WEEK

Halibut, Cod, Haddock, Trout, Whitefish

Price
Quality
Service

J. BOWMAN & CO.
26 Duncan St., Toronto, Ont.

HERE ARE A FEW OF

McVitie & Price's BISCUITS

established favorites from the Old Country, which every grocer should stock:

DIGESTIVE.	"The Premier Biscuit of Britain." Finest wholemeal.
SCOTTISH ABERNETHY.	The Scottish favourite.
ACADEMY CREAMS.	Rich cream-filled shortbread biscuit.
CREAMY CHOCOLATE.	Chocolate biscuit filled with cream.
OSBORNE.	The standard Old Country biscuit, delightful flavour.
RICH TEA.	Popular Scottish tea biscuit.
SMALL PETIT BEURRE.	Fine butter flavour.
BELGIUM.	Rich shortcake.
BUNTY CREAMS.	Butterfly shape, cream sandwich, almond flavour.
BUTTERETTE.	Light short-eating cracker.
ROYAL SCOT.	Ideal tea or coffee biscuit.

McVitie & Price, Limited
EDINBURGH and London
McVitie & Price of Canada, Limited
Vaudreuil St., St. Paul St. E. Montreal

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $5.75, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.
Hamilton - Winnipeg

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New Buying Power Being Added



Last week 39 new subscribers came in to Canadian Grocer. Every province of Canada was represented in the list including British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, New Brunswick, Nova Scotia and Prince Edward Island. These 39 subscribers are rated at a total of more than $150,000, or an average of about $4,000 each.

Four of these subscribers, one from Ontario, one from Manitoba, one from Saskatchewan and one from British Columbia are each rated at $20,000—a total of $80,000.

This exemplifies the class of new reader Canadian Grocer is getting from week to week. It illustrates, too, the Buying Power represented by our readers.

A word to the new subscriber as well as to the old: Read the advertisements. There is money in them for you.

—THE MANAGER.

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making a hit.

The polish that sells





You can always depend on "Stop-On" polishes to give that absolute satisfaction that means quicker sales and better profits.

Unlike most others a "Stop-on" shine will retain its brilliancy in damp or foggy weather —a point that your customers will surely appreciate.

"Stop-On" polishes can be had in Black, Tan, Ox-Blood, and Nut Brown. **"STOP-ON" WHITE** is the most permanent dressing for white shoes obtainable. **It will not rub off on the clothing.**

A supply of "Stop-On" ordered to-day will open up a bigger source of revenue for you. Send your order in now before you forget about it.

Strang Brothers
WINNIPEG

A "Seller" Wherever Displayed



That's what Cane's "New All Canadian," All Wooden Washboard is proving for progressive grocers everywhere. Retailing at 20c, this Canadian made housewives' favorite, has satisfactorily replaced the zinc and aluminum boards which have fallen into disfavor owing to the increased cost resulting from high prices of these materials.

The "New All Canadian" is made of Canadian wood, and put together by Canadian workmen. The rubbing surface — the most important part—is made of the best hardwood obtainable, guaranteeing your customer a long-wearing satisfaction-giving board.

Order a stock to-day.

The Wm. Cane & Sons Company
Limited
NEWMARKET, ONT.

Y & S STICK LICORICE

48 5c. Packages to Box



The old-fashioned remedy for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY
MONTREAL

You have a steady seller in

GOLD DUST



Put a display of Gold Dust where the women can see it —and your supply will rapidly diminish—but don't let it stay low, because the demand is steady and persistent. Every woman has used Gold Dust to save her work in some way—she likes it—and our advertising everywhere is constantly suggesting new uses for Gold Dust.

It remains for you to remind her of Gold Dust when she is in your store to secure the order.

THE N. K. FAIRBANK COMPANY
LIMITED
MONTREAL

"Let the GOLD DUST TWINS do your work."

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND

E. D. Smith's *Products*

E D S

Big Profits Ready Sales



Raspberry Vinegar

A Popular Summer Drink

There will be a heavy demand for Raspberry Vinegar during the hot Summer days. Meet this demand and make Big Profit by serving E. D. Smith's Raspberry Vinegar which is made of lucious, rich red raspberries grown on the E. D. Smith famous fruit farm.

COOLING WHOLESOME DELICIOUS

Send orders now—reserve part of your counter for a display

E. D. Smith *and* Son, Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Nicholson & Bain, Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.; B. C. Merchandise Brokerage Co., Vancouver, B.C.

TRADE MARK NUMBER

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, JUNE 30th, 1916 No. 26



In Thousands of Canadian Kitchens

there are women who have learned to appreciate the difference there is in Sugars—women who express a distinct preference for

Dominion Crystal Sugar

That's how it is that in the majority of grocery stores this is the featured sugar. It's the brand the grocer likes to handle, because he knows it's the kind his customers like to use.

This is the only sugar that may rightly be called "Canadian from the ground up." We do import the finest of raw cane sugar and refine it. But our pride is in the product we make from Canadian sugar beets—its use is dictated by good judgment as well as by patriotism. There is none better.

Dominion Sugar Company
LIMITED

Factories at Wallaceburg and Berlin

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

What's In A Name?

Trade-marks are valuable according to the reputation of the product they stand for and according to the responsibility and reliability of the manufacturer who makes and sells the product. The name

O-Cedar Polish

(Made in Canada)



stands for highest quality and fair dealing. O-Cedar Products are a necessity in every household and are backed, absolutely by the manufacturer's guarantee of "Satisfaction or Money Back." O-Cedar is a paying investment for the dealer.

To-day Is the Day You Should Place That Order With Your Jobber

CHANNELL CHEMICAL CO., LIMITED, TORONTO, CANADA

TRADE MARK VALUE

It pays the Merchant to handle goods bearing the TRADE MARK of the Manufacturer

SELL YOUR CUSTOMERS

PURITY FLOUR

bearing the TRADE MARK that means something when applied to FLOUR

WESTERN CANADA FLOUR MILLS COMPANY, Limited

Millers to the People

The Seal of Approval



The Guarantee of Coffee Satisfaction

Packed by Chase & Sanborn, endorsed by the dealer and approved by the customer.

If any advertisement interests you, tear it out now and place with letters to be answered.



The Battle Creek Toasted Corn Flake Co., Ltd., of London, Canada

have made a national reputation for their Corn Flakes.

The TRADE MARK of our beautiful SWEET-HEART is a guarantee of quality.

Our large and effective advertising is a guarantee of quick sales.



Grocers who load their shelves with imitations and substitutes are only working trouble and loss for themselves.

Kellogg's Toasted Corn Flakes bring quick sales, fair profits and pleased customers.

Why bother with others? Our only product, made in London, Canada.

Battle Creek Toasted Corn Flake Co., Ltd.

LONDON, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

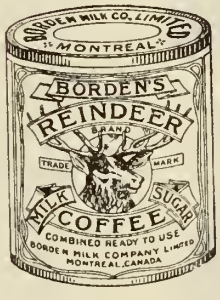
The name "Borden" on milk products is a hall mark of quality





And the fact that Borden's "Eagle Brand" has given unqualified satisfaction to the public since 1857 is a pretty reliable indication of the quality record which milk products bearing the Borden name have everywhere established.





The big demand for Borden's is always worth catering to, particularly during the Summer months, when the milk problem (that fruitful source of worry) is entirely solved by these palatable milk products.



Keep a display constantly before your customers. Suggest Borden's to the Summer shopper. Customer-satisfaction and repeat sales are assured.

Begin to-day.



Borden Milk Company, Limited

Leaders of Quality
MONTREAL

Branch Office, No. 2 Arcade Bldg.
VANCOUVER, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.

Appearance Anchor Caps *Security*



make for big profits



You, Mr. Dealer, are fully alive to the serious loss that leaking jars entail, with their spoiled labels and general messy appearance. And you know, too, how direct the relation is between this kind of goods and dissatisfied customers.

Why not eliminate this condition entirely by insisting on

Anchor Caps





being supplied on your bottled goods? If you have not yet tried out these reliable seals, examine them now and be convinced. **ANCHOR CAPS** add not only to the security but also in no small measure to the appearance of any glass containers.





ANCHOR CAPS are used by practically all the prominent Canadian packers on all varieties of bottles, jars and tumblers, and with equal success in sealing all food products from the lightest preserve to the strongest pickle.

Up-to-date dealers everywhere have recognized the added selling value of **Anchor Caps** and find it profitable to feature bottled goods sealed with these dependable seals.

When you begin pushing goods bearing **Anchor Caps** you will find the profits direct and lasting. Wholesalers supply them on any line of bottled goods whatever.







ANCHOR CAP AND CLOSURE CORPORATION *of* CANADA
LIMITED

Sudbury Street West
Foot Dovercourt Road
TORONTO, Canada

THIS CAN HOLDS PICNIC-TIME PROFITS FOR YOU

NOW that the good people are getting out in the parks and woods, suggest the convenience of "*Canada First*" Milk.

For the lunch basket, for coffee or tea, for fruits, for baby.

Use from the can.

No bottle to break—Handy.

Don't run out of stock.

Be prepared.

We are.



See Government Bulletin No. 305, page 5, Table II for comparison.

AYLMER CONDENSED MILK COMPANY,
AYLMER, ONT.

SALES HELPS
AYLMER CONDENSED MILK CO., LTD.
AYLMER, ONT.

Gentlemen:—
Send me Free Sales Helps.

Name .....
Address .....
.....

If any advertisement interests you, tear it out now and place with letters to be answered.

WAGSTAFFES'

New Season's Strawberry Jam 1916

now ready for delivery



This Strawberry Jam of Wagstaffes' is always de luxe.

Mr. Grocer, order from your wholesaler.

WAGSTAFFE LIMITED

HAMILTON, CANADA

Selling Power



to a tradesman is one of the most important attributes of the goods he buys.

CLARK'S PORK AND BEANS

have the quality that satisfies, have the name that guarantees and have the popularity which makes sure sales.



ORDER NOW.

W. CLARK, Limited, Montreal

Clark's

If any advertisement interests you, tear it out now and place with letters to be answered.

Selected Fruits

Furnivall's FINE FRUIT PURE JAM

Pure Cane Sugar

the brand that's a guarantee of the highest quality

When you sell your customers jam, bearing the Furnivall brand. you are selling them jam, the purity and wholesomeness of which will create still more confidence in you and whatever goods you sell.

No other jam takes with the trade quite as well as Furnivall's. Made from the very choicest selected fruits and the best of pure Cane Sugar, the care and cleanliness in preserving give it an irresistible flavor that wins over the most particular.

Folks just can't resist Furnivall's, as you'll know by the steady, continued sales once you begin to feature these popular jams. Keep Furnivall's well to the front in window and counter displays.



Your wholesaler will supply you with it in gold-lined tins or glass jars. Write him now.

NEW SEASON'S STRAWBERRY JAM NOW READY

FURNIVALL-NEW, LIMITED

HAMILTON - - - CANADA

Agents: Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. **Montreal**—W. S. Silcock. **St. John, N.B.**—MacLaren Imperial Cheese Co. **Halifax, N.S.**—MacLaren Imperial Cheese Co. **Sydney, N.S.** A. E. Sheppard. **Hamilton**—R. M. Griffin. **Winnipeg**—W. L. Mackenzie Co., Limited. **Calgary, Alta.**—MacLaren Imperial Cheese Co., Limited. **Edmonton, Alta.**—Central Brokerage Co.

Give your Customers the "Big Value" line—Babbitt's Cleanser



Full weight can of the best Cleanser on the market, and retails for 5c.

Shows you a good profit, and being an active seller on account of the low price, it is a desirable line to keep to the front.

Sole Distributing Agents

WM. H. DUNN, Limited, Montreal
DUNN-HORTOP, Limited, Toronto



In your Locality are many Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

SPRATT'S DOG CAKES, Puppy Biscuits and Packet BIRD SEEDS.

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.
Direct Correspondence invited:—
SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.
S 46

Your regular customers will thank you for introducing them to

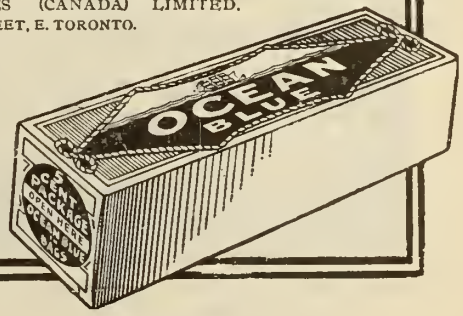
OCEAN BLUE

It s quality appeals strongly to those from whom you expect to draw the great proportion of your trade.

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED.
33 FRONT STREET, E. TORONTO.

Western Agents: For Manitoba, O. F. Lightcap, Winnipeg. For British Columbia and Yukon, Oreeden & Avery, Rooms 5 and 6 Jones Block, 407 Hastings Street, West, Vancouver



If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home or abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners and Drug Specialties
12 FRONT STREET EAST TORONTO

Our Trade Mark is PROMPTNESS

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

MEN WITH SALES ABILITY.

We have a few desirable openings for men of this type to call on Grocers in connection with Star Egg Carriers and Trays. 63% of the grocers of the country are already using Star Equipment. To men with proven selling ability we can offer an exceedingly interesting proposition.

For particulars, apply

STAR EGG CARRIER & TRAY MFG. COMPANY
1113 JAY STREET ROCHESTER, N.Y.

Mann, Laurie & Co.
78 King St., London, Ont.
Quality provisions and produce.
Write or phone.

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

WESTERN PROVINCES

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP,
179 Bannatyne Ave. - Winnipeg, Man.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

British firm having a large connection among best buyers in Great Britain invites correspondence and offers from
Shippers and Packers of Pork, Frozen and other Meats, Dairy Produce, Canned Goods, etc.
CIF, FOB, and landed terms. Advances against consignments. References exchanged.
WM. THOMAS & CO.
General Provision Commission Merchants and Brokers
29 Tooley Street, London, Eng.
Telegraphic and Cable Address:—Prodairos, Tooley London, A.B.C. Code, 5th Edition.

THE H. L. PERRY CO.
214-216 Princess Street, Winnipeg
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.
Correspondence solicited.
"Always on the Job."

MARITIME PROVINCES.

J. N. COCHRAN
Manufacturers' Agent and Grocery Broker
FREDERICTON, N.B.
I have a connection with both wholesale and retail trade throughout the entire Maritime Provinces.

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

FEATURE FOR THE TRENCHES

G. Washington's Refined Coffee

Canadian Sales Agents:
Edmund Littler,
169 William St., Montreal, P.Q.
W. Geo. Varty,
29 Melinda St., Toronto, Ont.
W. G. Kyle,
261 Stanley St., Winnipeg, Man.
E. J. Roberts,
215 10th Ave. West, Calgary, Alta.

Geo. Adam & Co.
Grocery Brokers and Commission Merchants
We can put your goods on the Western market successfully, as we are in close touch with the Western wholesale grocery trade. Give us your line, and let us produce results for you.
Chambers of Commerce, Winnipeg





New Factory, Toronto, Canada

KRUMBLES

KRUMBLES

Copyrighted Canada, 1916

"MORE KRUMBLES"!

A strong, new repeater for the Grocer

It is with pleasure that we announce to the trade the completion of our new factory in Toronto, equipped with the most approved machinery for the production of **KRUMBLES** and other cereal foods originated by the Kellogg Toasted Corn Flake Company of Battle Creek, Michigan.

The erection of this factory has made it possible to supply **KRUMBLES** to the trade to retail now at 10 cents a package.

The demand for **KRUMBLES** has steadily increased since introduced to the Canadian people at the higher price, and the reduction of price will have a stimulating effect.

It is something you can feature, with the full confidence that **KRUMBLES** means repeat sales and a steadily growing trade.

KRUMBLES is destined to be one of the solid staples of your business.

We are extending the **KRUMBLES** advertising campaign in the newspapers as fast as we can supply **KRUMBLES** to new and wider territories.

Look for the signature on every package.
KRUMBLES—sealed **WAXTITE**—retails for **10c**

W. K. Kellogg Cereal Co., Toronto



W. K. Kellogg

If any advertisement interests you, tear it out now and place with letters to be answered.









They'll keep the cash register ringing during the hot days

Already firmly established in the estimation of the buying public, MALCOLM'S MILK PRODUCTS will be an ideal line to feature for worth-while Summer selling.

They are splendidly appetizing and delightfully sweet and wholesome. The ease with which they are prepared render them very suitable for all out-door occasions during the Summer months. By bringing this point before your customer's notice you will reap many extra dollars of hot weather trade.

Begin to-day by making up a strong display of Malcolm Condensing Co.'s Goods.

Order from the following:

St. George Brand Coffee, 2 doz. in case	$4.80
Banner Condensed Milk, 4 doz. in case	5.75
St. George Evaporated Milk, 4 doz. in case	3.75
Princess Condensed Milk, 4 doz. in case	4.75

The Malcolm Condensing Co., Ltd. ST. GEORGE ONTARIO

The brand of dependable products

Shirriff's

The word "SHIRRIFF'S" has been long recognized as a hallmark of genuine quality, and dealers the country over find SHIRRIFF'S PRODUCTS dependable sales producers, possessing those qualities that win the approval of the most discriminating, turning first sales into steady, profitable repeat business.

Are You a Shirriff Dealer?

No enterprising grocer can afford to omit the Shirriff lines from his displays. Every product bearing the name "Shirriff" is a leader and quality through and through. Stock up with the goods the housewife prefers.



IMPERIAL EXTRACT COMPANY
TORONTO

Western Representative: H. F. Ritchie & Co., Limited, Toronto. Montreal: W. S. Silcock. Quebec City: Albert Dunn. Maritime Provinces: W. H. L. Usher, Halifax. Hamilton City: A. A. Adams.



"FORCE" Strawberries and Cream!

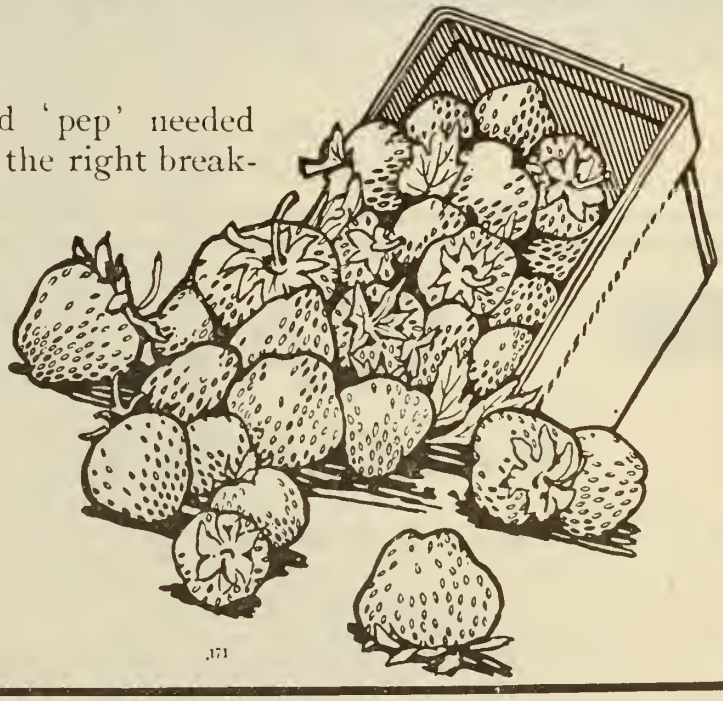
Folks---it's the most delicious breakfast in the world.

"FORCE"

Sunny Jim says:

"Just a little more snap and 'pep' needed these hot mornings? Get it with the right breakfast. 'FORCE,' rich flakes of wheat cooked with malt, and strawberries and cream. Ready in a minute. Full of the rich nourishment of whole wheat. Full of stimulating fruit juices. You need and enjoy them. Kiddies do, too."

Have "FORCE" and Strawberries and cream on your breakfast table to-morrow morning. Great!



Price 15c---worth it.

Made by The H-O Company, Hamilton, and Sold by good Grocers everywhere

THIS is a miniature of one of our snappy, timely newspaper advertisements that our grocer friends say are having a good effect on their "FORCE" trade. You'll notice that the old public favorite, "Sunny Jim," is on the job again. We are running big 50 and 33-inch advertisements in the best newspapers, and there is no doubt that a window or counter display of "FORCE" will pay very handsomely at this time. If you will write us, The H-O Company, Hamilton, Ont., we'll be glad to send you special window display material. Of course, all jobbers stock "FORCE."

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos. 3595, 3596, 3597, 3598, 4656

The brand of top-notch quality and satisfaction-giving

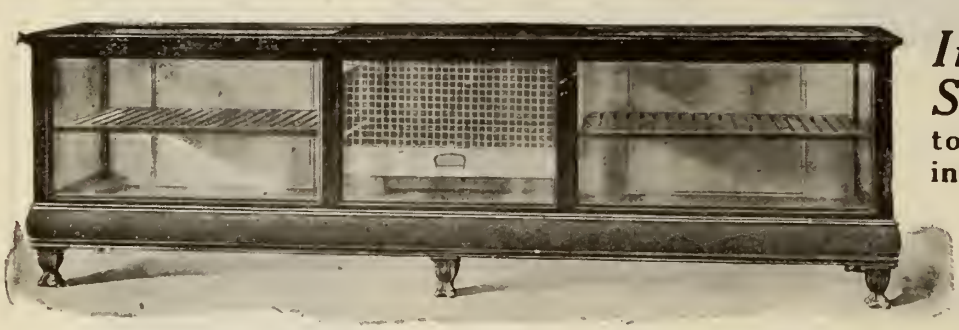
There are no more attractively packed goods on the Canadian market to-day than those bearing the Tartan Trade-Mark. And the quality is such that first customers invariably come back again, giving the dealer that increased turnover which means worth-while profits and real business expansion.

We can supply you with highest grade Canned Vegetable, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocer's Sundries. The quality is there and is backed by our own guarantee.

Prompt, satisfactory service. Write to-day.

BALFOUR, SMYE & COMPANY

HAMILTON, ONTARIO



Instal an Arctic Silent Salesman

to-day and note increase in your sales

Quick sales are always very necessary where perishable goods are concerned, therefore the reason for displaying them in an **Arctic Silent Salesman**—always cold and easily cleaned—the most attractive sales pulling store fixture obtainable.

Whatever your refrigerator requirements we can fit you out from the Arctic line. Send to-day for the Arctic catalog and learn all about these reliable refrigerators.

John Hillock & Co., Limited

TORONTO

WALKER PATENTED BINS

WARNING

WALKER PATENTED BINS

WALKER BINS PATENTED

Many unscrupulous manufacturers induce grocers to install "just as good" imitations or otherwise of Walker Patented Bin Fixtures. The owners of the Patent are under contract to protect their patents by prosecution of all infringements, action being taken against both the user and manufacturer. Every action entered to date has been settled voluntarily or by action of the Courts in favor of the Patentees. There are a number of cases pending action in B.C., Alberta, Ontario and Montreal, owing to the chief prosecuting solicitor being overseas on duty with the British General Staff.

Buy the genuine, and get the service you expect. Imitations are usually found to work badly, poorly made, and are sold at very little less than you can get fixtures properly designed and made up. If you spend even a few hundred dollars on such an outfit and are obliged in a few months or years even to pay cost of an action and either a heavy royalty or are obliged to remove and discontinue the use of the infringing bin fixtures, or both at the option of the court, you make a poor investment.

Send your floor plan to any of our agents or to the Head Office.

The Walker Bin & Store Fixture Co., Limited

Berlin, - Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

Perfection Computing Cheese Cutter

(IT IS ALL MADE IN CANADA)

IT IS A CHEESE CUTTER WORTH HAVING

A REAL COMPUTER

AND YET SIMPLER THAN ALL OTHERS IN CONSTRUCTION AND OPERATION.

ABSOLUTELY NO FIGURING TO DO.

IT STANDS THE TEST FOR DURABILITY, FOR IT LASTS A LIFETIME.



A REAL PROFIT-SAVER

Write for Prices and Terms.

WE HAVE SPECIAL COMBINATION PRICES WITH CABINETS AND PEDESTALS.

IT SAVES ITS COST in a few months and lasts a lifetime.

BUY IT NOW.

American Computing Company

HAMILTON, ONT.

IF BUSINESS is BAD or GOOD, you need a PROFIT-SAVER.

BUY IT NOW.

If any advertisement interests you, tear it out now and place with letters to be answered.

Serve Your Customers Right in "Riteshape"



Hot Weather Tests the Package

Hot days wilt fresh foods and liquefy the oily ones. Then it is up to the package to do two things. To protect the food and preserve its freshness. To carry it safely without undue absorption and waste. **Riteshapes** alone fill the bill completely. Wood is a poor conductor of heat. It is a fact that ice cream in a wooden dish will stay hard and firm long after the same quantity has melted in a dish made from other materials.

The **Riteshape** is made from genuine sugar maple. It keeps food cool, sweet and fresh.

The waste of food in soft dishes during hot months is heavy.

It is physically impossible for the **Riteshape** to waste or contaminate food that may become soft within it.

Best hot weather service means **Riteshape.**

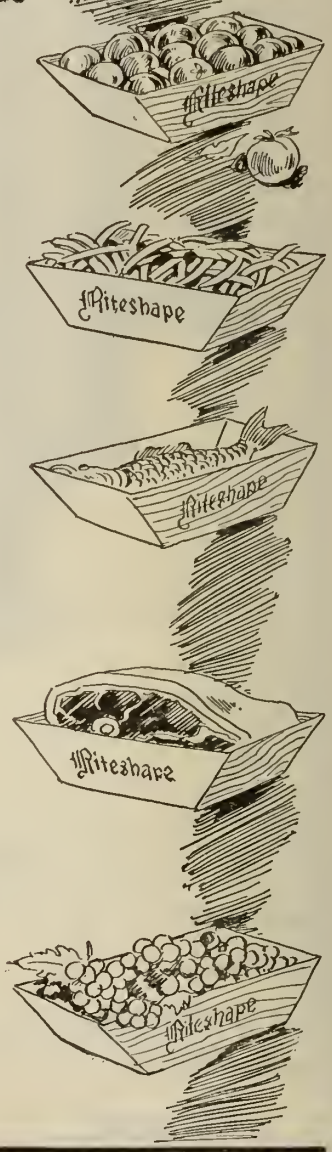
Get **Riteshapes** from most Canada jobbers.

Ask

VICTORIA PAPER & TWINE COMPANY

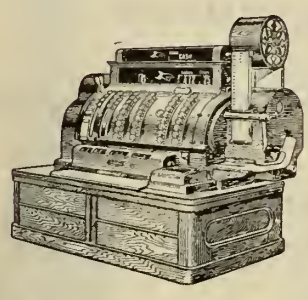
MONTREAL TORONTO

THE OVAL WOOD DISH CO., Manufacturers
DELTA, OHIO, U.S.A.



If any advertisement interests you, tear it out now and place with letters to be answered.

Do You Know All That Happens In Your Store?



DO YOU keep a permanent record of every transaction and avoid mistakes and losses? Can you refer back to **every** sale, to cash payments, to credit transactions, to receipts on account? Are you able to settle cash disputes with customers in a convincing yet amicable way, or to remove temptation from your clerks, increase their efficiency, by forcing them to record correctly the amount of every sale? Do you give every customer a printed unchargeable receipt?

A National Cash Register Will Do This For You—

Efficiency,—profitable handling of business—will come into your store with a National Cash Register. It is a machine—therefore always on duty—untiring, faithful, accurate, asking no share of the profits. It takes the burden of detail and worry off your mind, gives quick service to your customers, furnishes satisfactory evidence about each single transaction to everyone interested.

The National Cash Register Co. of Canada, Limited

TORONTO - - - - ONTARIO

Use the Coupon

Please send me information about your long line of 1916 models.

Name.....

Address .....

The National Cash Register Company of Canada, Limited

Toronto, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.

Hobart

HOBART built the electric coffee mill for the grocer. *HOBART* built the electric meat chopper for the butcher. And they both built a reputation for *HOBART*.

Experiments are expensive—ask the man who didn't buy a *HOBART*.

HOBARTS make good and make money.

Van Berkel Slicers pay for themselves as they go. It's the number of slices that pleases customers.

AGENTS:

H. N. COCKBURN
93 Prince William Street
ST. JOHN, N.B.

BLACKWELL & LANDRY
4 St. Lawrence Boulevard
MONTREAL, P.Q.

RYAN BROTHERS
110 James Street East
WINNIPEG, MAN.

E. S. CHAMBERS
424 Cordova Street
VANCOUVER, B.C.

The Hobart Manufacturing Company

105 CHURCH ST. TORONTO



Get the Eureka Catalog NOW

Don't wait till that ice box or unreliable refrigerator has eaten a hole in your profits large enough to buy a really dependable one. Write to-day for the Eureka catalog and pick out the model best suited for your requirements. And remember, there is a record of thirty years' success behind Eureka Refrigerators.

Every new and up-to-date refrigeration idea is embodied in the Eureka. Get the Catalog now and read all about the only refrigerator that you can **afford** to instal.

REPRESENTATIVES:—James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.

Eureka Refrigerator Company

LIMITED

27-31 Brock Ave. 54-56 Noble St. 21-33 Earnbridge St.

TORONTO, ONT.

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.



Price list and catalogue free and mailed to any address.

Manufactured by the

W. A. FREEMAN CO., LIMITED

HAMILTON, - - CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

MADE IN Sterling BRAND CANADA





the trade-mark that makes bigger business and satisfied customers

Pushing the sales of Sterling Brand products is one sure way of securing that customer's confidence which is the foundation of bigger business and better profits. You need not hesitate to recommend any product bearing the STERLING brand. It is as high-grade and as dependable as experts, working under the most ideal conditions, can make it.

Whether it be Pickles, Catsups, Relishes, Summer Drinks, etc., STERLING Brand offers you a superior quality, a freshness and a palate-pleasing flavor not surpassed by any others on the market.

Every STERLING product is Canadian made through and through—made by Canadian labor, and backed by Canadian capital. In selling STERLING products you not only secure better business for yourself, but you are encouraging Canadian enterprise and helping to put the Made-in-Canada idea on a quality basis.

A trial shipment of STERLING lines will be the first step on the road to a larger turnover. Write now and ask about our snappy Summer-selling drinks, Raspberry Vinegar, Orangeade, Lemon Sour, Fruit Syrup, every flavor, cherry, raspberry, pineapple, etc. Unfermented Wine.

T. A. LYTLE CO., LIMITED

STERLING ROAD - - - TORONTO





If any advertisement interests you, tear it out now and place with letters to be answered.

"Hae ye heard whit ma auld mither's postit tae me?
It fair makes me hamesick," says Private McPhee.
"And whit did she send ye?" says Private McPhun,
As he cockit his rifle and bleezed at a Hun.
"A haggis! A HAGGIS!" says Private McPhee,
"The brawest big haggis I ever did see.
And think! It's the morn when fond memory turns
Tae haggis and whuskey,—the Birthday o' Burns
We maun find a dram; then we'll ca' in the rest
O' the lads and we'll hae a Burns' Nicht wi' the best."

IN the July issue of MacLean's Magazine appears a poem by Robert W. Service, "The Haggis of Private McPhee," which bids fair to prove the most popular piece of verse that the war has produced. Forceful, humorous, written in the swinging measure that distinguishes all of Service's work, this story of the efforts of two braw Scotch soldiers to hold a Burns festival in the trenches will give you a thrill as well as a smile.

Robert W. Service and Rudyard Kipling are the most successful poets, from a commercial standpoint, that the age has produced. Their poems sell the world over. Kipling's "Gunga Din," and Service's "The Shooting of Dan McGrew" are recited everywhere. This is a notable distinction for a young Canadian. Despite the fact that he is just on the threshold of his career, Robert W. Service, with his "Songs of a Sourdough," has made for himself a place in the esteem of the public that no other poet, with the exception of Kipling, has ever enjoyed.

And, when it is said that "The Haggis of Private McPhee" is one of the finest pieces of verse that he has produced, it will be recognized that this is something you cannot afford to miss.

The July issue is distinguished also by contributions from the following famous Canadian writers:

Arthur Stringer, Agnes C. Laut, Nellie McClung, Arthur E. McFarlane, Anna Chapin Ray and others.

On Sale at All News Stands for 15 cents or $1.50 a Year.

MacLean's Magazine

THE MACLEAN PUBLISHING CO., LIMITED
143-153 UNIVERSITY AVENUE, TORONTO, ONTARIO



The Trade Mark Which We Think Is One of the Happiest and Most Pleasing of Any Used in Our Country

Everyone loves the rose, and especially the beautiful red rose, and we are sure the success of our business has in no small degree been the result of our fortunate selection of the pleasing name "Red Rose," the integral part of which is the word "Rose," as our trade mark for tea, coffee and other articles. Coupled with this our slogan "is good tea" has practically assumed the status and importance of a trade mark and this phrase, we believe, too, has been a happy and fortunate selection.

The expression Red Rose Tea "is good tea" contains no coined or manufactured words, no foreign or other words difficult to understand or remember, but is composed entirely of the simplest words in our language, pleasing and easy to remember, which in our opinion have much to do with the continued success of any trade mark or slogan.

T. H. Estabrooks Company
LIMITED

If any advertisement interests you, tear it out now and place with letters to be answered.

Robinson's "Patent" Barley
and
Robinson's "Patent" Groats

Your customers know Robinson's "Patent" Barley and "Patent" Groats—they know that the reputation of these nutritious foods is based upon quality and satisfaction giving.

You can start better business coming your way by keeping Robinson's "Patent" Barley and "Patent" Groats always to the front.

Begin to-day. Ask your wholesaler.

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO

BLUE RIBBON TEA





THE MOST WIDELY-KNOWN TRADE MARK IN WESTERN CANADA

is the famous "Blue Ribbon" trade mark of

Blue Ribbon Tea **Blue Ribbon Coffee**
Blue Ribbon Spices **Blue Ribbon Extracts**
Blue Ribbon Baking Powder **Blue Ribbon Jelly Powders**

The manufacturers of these popular products do more than put their trade mark on their goods; they also guarantee them to be satisfactory in every respect.

Confidence in the quality of their goods cannot go further than that. The enormous sales of Blue Ribbon show that this confidence is justified. Always remember when you see Blue Ribbon Tea or any other Blue Ribbon article that the famous trade mark is your guarantee of best quality.

Blue Ribbon, Limited

WINNIPEG CALGARY EDMONTON VANCOUVER

TRADE MARK NUMBER

CANADIAN GROCER

VOL. XXX TORONTO, JUNE 30, 1916 No. 26

"Trade Marks Help to Sell Goods"

This is the General Opinion of a Large Majority of Grocers—Assistance to the Grocers by the Brands Which Infer High Standard—Show Cards and Knowledge of Origin of Trade Marks Help—Some Interesting Ideas.

Special to Canadian Grocer by Twenty-five Grocers.

MANY of our readers have expressed curiosity from time to time as to the origin of certain trade marks, branded names, and slogans which came on foodstuffs and allied lines. In connection with this, Canadian Grocer decided to get information direct from grocers themselves, the men who are actually doing the work, and who sell trade mark lines, as to whether pushing such lines is valuable. With this in mind, a letter was sent out to grocers from coast to coast asking them their opinion about goods with trade marks and brands.

In this letter there were four questions asked:

No. 1—Does it pay to push trade marks or branded goods, and why?

No. 2—Is the margin of profit on these generally satisfactory?

No. 3—Are the show cards and literature of branded goods valuable to you?

No. 4—Would familiarity with origin of trade marks and branded names assist you and your clerks in selling the goods, and why?

Majority of answers to these queries show the trade to be overwhelmingly in favor of pushing trade mark or branded goods. Below we print the letters as they came from the grocers whose opinions were asked.

Fuller & McMeekin, Prince Rupert, B.C.—It pays to push trade-mark goods, because the people know what you are pushing. Yes, the margin of profit is generally satisfactory. I find manufactured show cards and literature valuable. To question No. 4 the answer is yes.

John Hills, Midnight Lake, Sask.—I find it does pay to push trade-mark goods, and people generally decide on a particular brand or trade-mark, and are disappointed if they can't get it. Generally speaking, the margin of profit is satisfactory, but on some lines it is too small. I should imagine that show cards and literature would be valuable, but have never received any to date which were sufficiently effective to draw attention. With regard to the origin of trade-marks, I do not know, but I think it would be interesting to be able to explain the same to customers to get them interested in the goods.

Jones, Graham & O'Brien, Fort Saskatchewan, Alta.—It pays to push trade-mark goods, because, being as a rule well advertised, they sell easily. A firm which has a reputation almost always keeps its goods up to the standard. The margin of profit in most cases is satisfactory. The cards and literature being sent by manufacturers are of fair value. With regard to familiarity with origins of trade-marks, I would say that in selling goods one needs this information to use as a talking point.

C. A. Baldwin, Cabri, Sask.—In some lines it pays to push trade-mark goods. The margin of profit is usually too little. The show cards and literature and so on are mostly valuable. I believe that familiarity with origin of trade-marks would help us to sell goods.

W. J. Moore, Avonhurst, Sask.—Yes, branded goods generally give satisfaction and increased business. The margin of profit on the majority of lines is satisfactory. Show cards and literature are certainly valuable. The greatest trouble with them is that we do not get enough of them. With regard to familiarity with origin of trade-marks, yes, if a clerk made a study of same, he would take an interest in them and be able to talk intelligently about them. In our experience with trade-marked goods, we find that they give us the best satisfaction and our customers nearly always demand branded goods. There are very few lines we push that we will not stand behind and absolutely guarantee. We also find that it certainly pays the packer to put nothing but the very best quality stuff under his trade-mark, even if he has to charge a slightly higher price. We handle quite a few lines of one concern's goods here, including their mustard which is of a very inferior quality, and the majority of customers who have used this mustard are now prejudiced against other goods that are put up under this trade-mark.

O. H. Milton, Timmins, Ont.—Yes, it pays to push trade-marked goods, if the goods are well advertised in papers and the wholesalers treat all buyers on the same platform. The margin of profit is satisfactory when persistent advertising is done. Not otherwise. Show cards and literature are of little value, and I prefer them to be enclosed with the article and then they are more sure of being read. With regard to familiarity with origin of trade-mark helping sales, I don't think so. The general public need quality at a fair price. Other folks' stories are too long to tell, and I would rather have help study window trimming and percentage than the origin of trade-marks. I was trained with one of the largest firms in London, England, and pretty show cards or books were not allowed to be distributed around the store. If any advertiser desires space to mention his goods he is allowed a name 3 ft. high, 3 ft. 6 in. wide, which is charged for on the basis of one year's agreement. The rent was taken before frame was allowed to be filled. These frame were all around the top shelf of the grocery and provision and candy department, and were certainly an interesting collection. Not one was allowed to exhibit until they had been established five years. The system was carried out as far as possible with every department, and I do not remember any advertising of any firm's goods unless they paid directly for it. This latter clause refers both to price list and newspaper work.

Cornwall & Co., Rockport, Ont.—Yes, it pays to push trade-mark goods; when our customers find a brand that is any good, they ask for it by its name. The margin of profit is generally satisfactory. Yes, show cards help. Familiarity with the origin of trade-marks should help us in selling goods.

Benson & French, St. Catharines, Ont.—Some times it pays to push branded goods, but on many articles the profits are insufficient. Until the manufacturer who does not allow a fair profit recognizes the fact that the retailer has got to live, he will not get much sympathy. The whole trouble with the trade is that too many go into the business knowing little about it. In the grocery business it is advisable to start from the bottom. Show cards sent by manufacturers are useful if they are short and to the point and not too large. Familiarity with trade-marks is not of much use. If the trade were protected by fair profits so as to attract the bright young man into the business, the grocery business would reach a higher plane. If grocers would co-operate for their mutual interest instead of giving half their profits away in premiums, this business would also be more satisfactory.

Sherwood Livingston, Port Dalhousie, Ont.—In some cases it pays to push trade-marked goods if the standard is maintained. The profit is not generally satisfactory. Show cards help if they are attractive.

A. G. Bain & Co., Hamilton, Ont.—Generally speaking we push trade-marked goods. The margin of profit is not generally satisfactory. Show-cards are not as rule helpful. Yes, origin of trade-marks and definition of name are bound to interest the customer.

W. A. McMurray, Gilmour, Ont.—If the margin of profit is right, the quality is usually satisfactory on branded goods. Usually, at first, the margin of profit is satisfactory. Manufacturers always lessen the profit as soon as they see the demand from the public will force the retailer to stock their goods. Familiarity with the origin of trade-marks occasionally helps.

J. B. Harding, Thorndale, Ont.—Yes, it pays to push trade-mark goods; if the article has merit it does not require the same force to sell it. Show cards at times are helpful, not always. Familiarity with the origin of trade-marks would give talking points.

S. W. Miller, Holmesville, Ont.—Yes, when inferior brands of the same line of goods are on the market, it gives you an extra lever if you know the brand when selling. The margin of profit is generally satisfactory. Show cards don't help much unless you know something about the goods yourself. Regarding the origin of trade-marks, some information in regard to goods that you could make use of would help.

A. E. Reeder, Brantford, Ont.—Trade-marks on some articles don't help much in selling them. The margin of profit is usually satisfactory. Show cards help to keep the goods before the public eye. In some cases, familiarity with the origin of trade marks and brand of names would help to sell the article.

N. Howden, Watford, Ont.—Where there is a fair profit, it pays to push trade-marked goods. Margin of profit is not always satisfactory. Show cards are valuable. It might help if we were familiar with the origin of trade-marks.

A. D. Norris, Mimico Beach, Ont.—Yes, it pays to push trade-mark goods because the maker's name or the registered trade-mark generally shows the goods to be of an A.1. quality. Margin of profit on some lines is fair, and some better than others. Show cards when displayed are of mutual benefit to both. Familiarity with the origin of trade-marks is helpful, because I believe in salesmen knowing something about the article they sell.

O. E. Sheets, Toronto.—Yes, it pays to push trade-marked goods, as the manufacturers will usually stand behind them. The margin of profit is generally satisfactory. Show cards and literature help. With regard to familiarity and origin of trade-marks, the more information I can gather about the goods, the more I can sell.

A. C. Penney, Toronto.—I do not think it pays to push trade-mark goods and it is nearly always on such goods that the cutters try to get in. As a rule the margin of profit is satisfactory, as no wrapping is required, or used for order trade. Certainly familiarity with the origin of trade-marks would help. One never gets to know too much about the origin and it is nice to know all about the goods.

R. Dowson, Toronto.—Yes, providing the standard of quality and finish is maintained as in several famous lines, it pays to push trade-mark goods as they are extensively advertised by catchy advertisements. They usually possess the merit claimed for them. There is invariably a fair margin of profit allowed for the retailer. Show cards and literature help, undoubtedly. Many are veritable works of art, and ingeniously gotten up. Everything in connection with the merchandising of goods which is not only interesting but also educating, should be valuable towards making efficient salesmen.

P. Connell & Son, Peterboro, Ont.—It pays to push trade-mark goods, particularly if you specialize on a brand or brands not handled by everybody in the trade. In a great many cases, the margin is too close. For window dressing, show cards and literature are valuable. The more knowledge you have of goods and their manufacture, the more you can talk about them.

A. E. Fairbairn, Ottawa South, Ont.—Yes, it pays to push trade-mark goods and particularly if the brand is not available for other dealers in your locality. The customer comes to you for repeats. Your profit is generally satisfactory. Show cards are mostly valuable; we prefer the mailing system. We do not think familiarity with the origin of trade-marks would assist much.

Dean & Lacey, Sherbrooke, Que.—No, it does not pay to push trade-marked goods, as a general rule, because the margin of profit on many is so small they are handled at a loss. The manufacturer in these cases reaps all there is in it. Show cards are not to any extent valuable.

C. O. Simard, Quebec City, Quebec.—It pays to push trade-mark goods. Margin of profit is generally satisfactory. Show cards all help. Familiarity with origin of trade-marks would help.

M. T. J. McKee, Richmond, Que.—Yes, because trade-mark goods are usually of superior quality, and being well advertised they are easily sold. In a great many cases the profits are not as large on trade-marks or staudard goods, but the quality is satisfactory. Repeat orders come often and sales are easily made. Some of the advertising matter is valuable, but a percentage of it we consider absolutely useless. Yes, with good information at hand, sales are more easily made.

Ira E. D. Woodside, Margate, P.E.I.—Yes, it pays to sell trade-marked goods because they are in sanitary packages, and sales are made through looks as well as contents to customers. Margin of profit is sometimes satisfactory, but not always. It is all in the buying. Show cards are valuable. They assist in making sales of goods of their representation. Familiarity with origin of trade-mark would help in some cases only, as some customers look for quality and more for trade-marks or brands.

Registering a Trade Mark at Ottawa

Cost is $35 to $40, Including Patent Attorney's Fees—"Special" Trade Marks for One Line, "General" Covering Everything—Injunctions Issued Where Priority is Proved.

Written for Canadian Grocer by a Patent Attorney.

THERE are two kinds of registrations or copyrights that apply to trade marks, the one for "special" lines, the other a "general" one. A special trade mark is the exclusive right given to a firm to use that special name or brand or device of any kind for one line of goods.

A general trade mark is the right given to a firm to use its name or trade mark or brand exclusively for any number of goods which it may turn out or handle, and at the same time prevents any other firm from using this name. No other firm could use this name even if it wished to apply it to goods that were not turned out by the firm to whom the privilege had been granted.

$35 or $40 for Registering

It is easy of course to understand that these general trade marks and registrations are more difficult to secure than the special ones.

The cost of registering these trade marks with the Dominion Government under the Patent Branch of the Department of Agriculture is quite moderate, $35 for a separate, $40 for a general. The government cost is $25 and $30 respectively and a patent attorney is usually paid about $10 for his work. Of course when a drawing has to be made, as in the case of machinery or special devices, the cost is added to this, but all the clerical work is covered by the $10 charge of the attorney. The special trade mark is good for 25 years, when it has to be renewed for a similar period at the same cost, but the general trade mark is good for all time.

Priority in Use May Break Registration

The government department is very strict in connection with the registration of trade marks. As a rule priority decides which firm shall have the right to a certain trade mark. I mean by that that if a firm shows that they have been using a certain trade mark for some time, say for a few years, and have built up a business on the basis of that, and that the public is familiar with that trade mark, that it helps to sell the goods, but unfortunately they have omitted to have it registered, no other firm even if it applied first, is allowed to retain a copyright on this name. Even if the second firm secure a registration and the first firm brings its case before a court it nearly always happens that if they can prove priority in use an injunction is issued against the use of their trade mark by the second firm. Thus, the court can rescind the action of the department.

Search Under Both Heads

When a search is made at Ottawa it is not difficult to find out whether a name has been used before, as all trade marks or brands are tabulated under two headings, one special and one general.

Where Foreign Firm Can Get Injunction

In the case of United States and British firms, many of them of course register their name in Canada, but where this is not done and a Canadian firm appropriates the brand name, it is usually a simple matter for the outside firm to get an injunction by showing that their brand has become well known and they have gone to some expense in obtaining publicity for it and that they would suffer a hardship by the use of it by a Canadian firm. There would be no objection in regard to making use, however, of a trade mark or brand that has been used for one line of goods and adapting it to another line.

As a rule it is well for firms to have

an out-of-the-way name for trade marks, as this makes it easier for them to get registration and there is less likelihood of this name being confused when used for other lines of goods. The department usually refuses registration on an ordinary firm name such as "Thompson," when a single name only is used. The position they take, of course, is that any other Mr. Thompson might claim the right to give the brand "Thompson" to the same line of goods if he were manufacturing them, and the department would have little to say against his claim. On this account it would be usual in that case to use an initial or some other name with this, or better, not to use the name at all.

A Buyer in Carload Quantities

Flour, Clover Seed, Sugar and Even Clothes' Pins by the Car Come Under the Purchasing Eye of Napanee Grocer—Well Filled Warehouses—Method of Trading in Butter and Eggs With the Farmer—Sample of Courtesy and Service That Retains Custom.

Written for Canadian Grocer by H. H. Black.

BUYING goods by the carload is the prerogative or practice of the jobber rather than the retailer. But Kimmerly's of Napanee, Ont., yield in no respect to the wholesaler in a belief in the efficacy of the Big Order idea. They buy flour by the carload; and seed by the carload; sugar by the carload, and even clothes pins by the carload.

Back of the main section of the store is a room filled to the ceiling with timothy, sugar and flour. Back of this again is another, and the second door up is another store, with nothing but flour and feed in it, a development or a by-product of the grocery

It needs no telling that a business like this is not dependent upon town trade. It draws from a wide countryside, and all the more extended is this by reason of a location of some forty years and the big scale of operations carried on. Of course this is not written to actually suggest that every grocer purchase goods mentioned above by the car load. There must be considerable buying power behind such a method; a merchant must be in position to occasionally stand a loss, and he must be an exceedingly close student of markets, supply and demand. Many do not care to take the chances and prefer the regular day to day profits.

The "trading" between themselves and their customers is also extensive. They buy large quantities of eggs and butter, but as there are good buying connections in the district established by commission men they limit transactions in apples to what they require in their own business.

In taking in eggs payment usually is made on the basis of one cent more if "traded out", except when the market drops fairly low. In this case they pay the same cash figure as trading. The eggs are in turn shipped to a produce house on a flat rate basis.

A good proportion of the butter is sent to a biscuit manufacturer, where a contra account is kept.

Obliging Their Customers

One of the most noticeable points about the relations of this store to its customers is the obliging spirit that is shown by Mr. Kimmerly himself, his sister and his son, who take a very active part in the business.

Not only was there courtesy usually acompanied by a smile of welcome, but such little acts or suggestions of service that mark a modern development in the retail business. One of these is in the way of giving cash for butter and eggs, cheerfully, without even an implied protest. So often is this request met by some stores—if not with a refusal—at least with a tone of voice or expressman, that suggests to the customer that she is taking an unwarranted step—almost showing lack of confidence in venturing to spend part or the whole of the cash "coming to her" outside the store that bought her produce.

Perhaps this feature of a grocer's relation to his farm trade has the closest parallel in a dry goods business where a merchant pays out cash when goods are returned, declining to "keep a string on a customer" by forcing her to accept a "due" bill, good not for cash but for an equivalent in goods at the store. The one exception in Mr. Kimmerly's practice of giving cash (at a discount of one cent a pound or dozen, of course) is when the store is overloaded with butter on a weak market. Then it is suggested—but not insisted—that they would prefer to have it traded out.

Such matters as looking after other parcels for farmers' wives, meeting the rig that has stopped in front of the store promptly, as well as quick service in waiting upon customers, are a few of the cardinal points that ensure a store popularity, and hold and increase its business.

Just an incident by way of illustration that happened when the writer was in the store recently. A farmer's wife came in and said that a cocoanut package was missing from the goods she ordered at the store.

"Oh, I'm sorry, I'll get it for you." was the reply, and at the same time Miss Kimmerly looked up the sale in the Day Book or Blotter in which are entered all the day's transactions. She soon found it, with the Cocoanut (10 cents' worth) checked off.

"It's checked off so some one else must have received it," she informed the customer, but there was no hesitation; she went on putting it up and in a moment it was in the customer's hands. Not from the first was there any suggestion that the customer was mistaken, and—quite as important though not the invariable practice in stores,—she told the customer that she would give her some more, before she had looked up the sale. But, she also took care to consult the record to show the customer that the omission was not the result of ordinary carelessness, that the order was down, and even checked off. The fault lay in the final collection of the goods. And, lastly, the customer would appreciate the immediate acceptance of her "complaint" all the more when she learned that the store was losing, probably, the first package.

The incident is a common one, and is given only to indicate how from beginning to end the customer's feelings were given first consideration.

That old saw will bear one other repetition: "A pleased customer is a store's best asset."

Wm. Treble, who travelled for the past thirty years for Scandrett Bros., liquor and grocery dealers, London, Ont., has resigned his position. "Billy" is on a trip through Western branches.

A Window Featuring Trade Mark Goods

This Was Shown During the House-Cleaning Season by W. H. Stone Co., Winnipeg Grocers—A Display That Will Appeal to the Housewife Because the Brand Names Are Familiar to Her.

THE accompanying window fits in well with the trade-mark idea featured in this issue. This is a display shown some time ago in the store of the W. H. Stone Co., grocers, of Winnipeg, Man. In this are a great many housecleaning lines and the trimmer has featured several trade-marks, apparently with the idea of impressing them on the minds of the consumer and of connecting up goods sold in this particular store with lines already known to the general public.

The lines featured in this display include washing powder, Naptha soap, various cleansing powders, liquids for bleaching, lye, varnish, window cleaning soap, stove blackening, furniture polish, soap of different kinds, wash boards, washing soda, brushes, whisks, etc.

The trade-mark on practically all these lines can be readily seen from the sidewalk.



A recent window display of the W. H. Stone Co., Winnipeg, in which trade-marks on housecleaning lines are well featured.



A neatly arranged display shown recently by The Crompton Grocery (James Bros.) Brantford, Ont., in which trade-marks are featured.

Trade Marks in Pure Food Display

A Trim That Bristled With Branded Goods Shown Recently by The Crompton Grocery, Brantford— Displays Changed Every Week—A Choice of Windows.

HERE we have an attractive window display also featuring trade-mark goods, shown by the Crompton Grocery, Brantford, Ont., operated by James Bros.

One of the aims of the management is to keep goods of the best quality, a special endeavor being made to secure only pure foods. To this end the firm recently made the accompanying display and termed it Pure Food Week. Their large window was attractively arrayed with many of the articles they were placing before the public for that particular week. These window displays have been one of the advertising features of this firm's publicity campaign. The large windows lend themselves to artistic decoration. In the hands of an expert window dresser they have harbored most attractive and business-getting displays. James Bros. change from one window to another in the Crompton store and by this means the display is moved around and always makes an appeal to the passing people to stop and look. They realize that it is not "the same old window they saw before," for it is now in a different position and they stop to see what new articles it may contain. The window is changed every week and in this way is kept a "live" one.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, *President.*
H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

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TRADE-MARKS—AND THE GROCER

THIS Issue is a Trade-Mark Number. A considerable part of it is taken up by a consideration, from various angles, of the question of trade-marks and brands. "Registering a Trade-Mark" goes into the question of how one desirous of so doing would set about his task. "Trade-Mark Worth a Million Dollars a Letter" shows the enormous financial value trade-marks have attained in our time. Two window displays featuring trade-marked and branded goods show the use two grocers have made of them. All these articles and displays are important, but perhaps the most important of all are the actual experiences of twenty-five grocers in handling branded goods given under the caption "Trade-Marks Help to Sell Goods."

That title records briefly the view of the majority of the men whom we quote. Their reasons are interesting. In the view of one, "people know what you are pushing," when a grocer handles branded goods. This seems to sum up fairly well the thought of most grocers in this connection. "A firm which has a reputataion always keeps its goods up to a standard," is the saying of another.

The grocery trade perhaps more than any other single trade has gone in for brands and trade-marks. It is fitting then that readers of this paper should find out all about trade-marks; it is fitting that they know it and how to profit by it. The various articles in this issue will make these points plain.

OUR CANADIAN-FRENCH TRADE

THAT there will be opportunities after the war for trading with France on a scale unknown before to Canadians, is the opinion of an importer in Paris, set out in an article on another page under the caption, "A Splendid Opportunity in France." This article points out the reasons for his belief, and urges Canadians to prepare to take advantage of the exceptional post-war circumstances.

The words of M. Chouillou in regard to necessary changes in our trading manners are blunt, but they are true. If Canadian houses are going to develop business with the continent they must radically alter their methods. M. Chouillou shows the alterations needful. Not the least important is that the Canadian manufacturer should send as a traveler to France one who can speak French. Simple and palpable requisite as this detail would seem, it is a fact that, at present, many of our manufacturers are represented on the continent by Canadians who speak English and have a phrase-dictionary acquaintance only with the language of the country in which they are trying to build up business.

What M. Chouillou says as to agencies is also well worth studying. His article will repay serious consideration on the part of every manufacturer of foodstuffs, not only those he mentions, but other and kindred lines as well.

A RECORD BERRY CROP

THIS year, barring accidents, we are to have a record crop of strawberries in Ontario. Reports indicate that most centres will do well. One, Clarkson, will market no less than a million boxes of strawberries if all the boxes ordered are filled. The height of the season is expected to be the end of this month, and, given heat and sunshine, the full crop of a million boxes from Clarkson is practically assured.

The full fruition period is this year about ten days later than usual. This is partially due to the inclement weather, which, at this writing, shows signs—by its absence—of giving place to the sunshine and heat needed. Clarkson hopes to ship four and five carloads of berries a day. One grower alone has seven acres under cultivation. Good for Clarkson!

EDITORIALS IN BRIEF

THE BUSY man is the happy man.

* * *

SUCCESS IS not luck. It's pluck.

* * *

POSITIVE action grows: negative dies.

* * *

THE HARD worker is the big winner.

* * *

TO WORK well is better than to work swiftly.

* * *

DON'T NURSE grievances: create enthusiasms.

A Splendid Opportunity in France

Chances for Canadian Manufacturers and Merchants Will Develop After the War.

THE following letter has been received from C. A. Chouillou, of C. A. Chouillou & Cie, of Paris, France. M. Chouillou was in Montreal some years ago and so has an intimate knowledge of trade conditions in Canada, so that his criticisms and suggestions should have double weight.

Considering that over 20 millions of inhabitants only in France and Belgium have had their cities, properties, buildings and homes destroyed systematically by the enemies, it will be necessary to proceed to the reconstruction and the reorganization of the towns, factories, homes.

It is evident there will be for the up-to-date merchant and manufacturer an exceptional opportunity to find new markets for their goods and wares.

In view of securing not only present but future business the Canadians will have to modify their ways of doing business and to comply a little more than they have so far to the tastes and customs of their new buyers.

At present, Canadians are taking advantage of the situation selling their goods at high prices F.O.B. shipping points and asking payment cash by irrevocable banker's credit against bills of lading when they do not ask payment in advance of shipment.

This may be well and good as long as the war will last, but it will not last forever; and it might be wise to consider the question of business after the war, which is in our mind the most interesting to cater for.

What will be the goods most wanted after the war for the reconstruction of the devastated countries, and which may lead to a considerable amount of business?

In the first place, portable houses of all descriptions for the reconstruction of homes, schools, churches, farm buildings, barns, chicken houses, etc.

Roofing material of all description, metal, paper, asbestos, railway material and supplies, ties, rolling stock, locomotives; office furniture, house furniture, especially dining and bed room heating and kitchen stoves, kitchen utensils; hardware and anything metal will be required; labor-saving machinery and hand tools of all descriptions for carpenters, metal workers; road machinery; agricultural implements, tractors; All kinds of machinery for the cotton and woollen industries; canned meats, vegetables, lobsters, salmon, etc.

The Canadian exporter must be willing to sacrifice something and make a certain effort to get his share of that new business.

The Canadian exporter must be willing to sacrifice something and make a certain effort to get his share of that new business.

He must, for instance, sample his goods freely, send travellers speaking the language of the country or appoint local agents to show and advertise same.

Many Canadian firms are willing to confer their agencies, but nine times out of ten they want the agent to buy the samples necessary to do business.

Naturally, very few agents accept, as they do not want to crowd their rooms with samples, which may be eventually of no value or upon which they would lose heavily; thus, eating part of their commissions, which are the only remuneration for their work.

Canadians, who are as a rule flush with their selling staff at home, are on the contrary mean and stingy with their representatives abroad. This would lead to the impression that they do not care much for export business unless they can secure it without any trouble or sacrifice or in view to relieve the home market of a surplus production.

A great number of firms—and this is due to the ignorance or neglect of their mail department—post their letters with a 2- instead of a 5-cent postage stamp, causing to the receiver an expense for insufficient postage.

Through lack of knowledge of foreign languages Canadians have in the past used German agents almost entirely in Europe, and those agents, according to their custom, have been taking advantage of this state of affairs to favor competing German industries to the detriment of Canadian trade.

If it is wanted to do business with France, let it be understood that it must be through our own men or through French travellers or representatives well conversant with French and Canadian methods and customs.

Canadian firms are also inclined on account of the language to give the control of the sale of their goods for Europe to an English firm.

It is in our mind a mistake to have a "Sole" European representative to take care of your business interests all over Europe. Languages, economical conditions and customs are so different between countries in Europe that it is impossible for an English agent for instance to look after your interests in Spain or Greece, as it would be for a French representative to take care of your business in Holland or Sweden.

If you care to do business in the different countries of Europe have a "Sole" representative in each of them and keep in direct touch with him.

The information you will get concerning the requirements and needs will be far more accurate and reliable than if they come through a third party unfamiliar with the trade of that country and customers.

Those remarks can equally be applied to European firms which give their sole agencies to American firms in New York, ignoring, it seems, absolutely, the importance of Canada, and therefore the necessity of an independent and direct Canadian agency.

The commercial and political interests are so different in the two countries, although close neighbors, that an American agent cannot work satisfactorily our Canadian market.

It is to be hoped that Canadian firms will change their ways and deal in the future direct with France for the greater benefit of all concerned.

Trade Mark Worth $1,000,000 a Letter

President of Large Corporation Stated Their Trade Mark Was of That Value — American Tobacco Company's Trade Marks Valued at $45,000,000, One-fifth of Total Assets —Right to Trade Mark Dates Back Only 50 Years.

"I WOULD rather have a celebrated trade mark than a million-dollar plant," a well known captain of industry is reported to have said. A manufacturer of jewelry and gold and silver ware, in a suit to prevent the infringement of one of his best known marks, testified that this particular mark was worth $2,000,000 in money. The president of another well-known corporation, in a speech at a celebration of its success, made the statement that each letter of one of its word marks was worth $1,000,000. The value of the trade marks of the American Tobacco Company, as shown by the dissolution proceedings in the United States Supreme Court, was estimated at $45,000,000. The entire assets of the trust was worth $227,000,000. That is one-fifth of the assets of this great corporation were considered as being in the trade marks. That its marks were so valuable is not surprising, for it had been the policy in the formation of that organization never to take in a competitor unless he had a valuable mark to identify his goods.

Cities Even Recognize Value

The recognition of the great value of a trade mark has within recent years led not only traders, but cities and states to adopt a mark, which, if not strictly a trade mark, indicates that the goods bearing it came from a particular locality, or were made by a certain people. Some years ago five hundred Irish manufacturers adopted a mark to indicate goods manufactured in Ireland. This association has been very successful. A great number of new members have joined and many fraudulent users of the mark have been prosecuted. The City of San Francisco has adopted as its mark a representation of the sun setting in the sea with the name of the city underneath. South Dakota has adopted a shield, across the face of which is a reproduction of the State and the words: "Made in South Dakota." Iowa has adopted two concentric circles with the words "Made in Iowa" in the outer circle, and the head of a hawk on a wheel enclosed in the inner circle.

Definition of Trade Mark

The term "trade mark" denotes a distinctive mark or device showing that the article to which it is affixed is manufactured or sold by a certain house or firm. By recent statutes a trade mark must consist of or contain at least one of the following essential particulars:

1. A name of an individual or firm printed, impressed, or woven in some particular and distinctive manner.

2. A written signature or copy of a written signature of the individual or firm applying for registration thereof as a trade mark.

3. A distinctive device, mark, brand, heading, label or ticket.

4. An invented word or words.

5. A word or words having no reference to the character or quality of the goods, and not being a geographical name.

Fraudulent Infringement a Criminal Offence

No action can be brought for the infringement of an unregistered trade mark. For an ordinary infringement the remedy consists in damages and an injunction. But fraudulent infringement is a criminal offence, punishable with fine and imprisonment, beside forfeiture of the goods in respect of which the ocence has been committed. Foreign goods bearing a trade mark in use in the United Kingdom may not be imported unless the trade mark is accompanied with a definite indication of the country in which the goods were produced. As the right to a trade mark is always the exclusive right to use it in connection with a particular class of goods, it can be assigned or transmitted only in connection with the good-will of the business concerned in making those goods. It is determinable with that good-will.

Right Dates Back Only 50 Years

Though it has been the custom from earliest times for merchants to distinguish the goods of their own manufacture from those of their rivals by affixing to them some special symbol or device, by way of trade mark, it is only since a comparatively recent date that an exclusive right to a particular trade mark has come to be recognized by the courts as property capable of being legally protected against infringement. It is only within the last fifty years that this right has obtained statutory recognition, and the use of trade marks been made the subject of legislative enactment.

This is all the more surprising in view of the early attention bestowed by the Legislature upon two other important species of "intellectual" property, viz., patents and literary copyright. More than a hundred years after the famous Statute of Monopolies (1624) and eight years after the passing of the first Copyright Act (1734) we find Lord Hardwicke, the then Lord Chancellor of the United Kingdom, refusing to grant an injunction at the suit of a maker of playing cards to restrain the defendant from manufacturing and selling cards bearing the counterfeit of the plaintiff's

What the Canadian Government Deems to be Trade Marks

The following extracts from the Canadian statutes bearing on Trade Marks from the "Act Respecting Trade Marks and Industrial Designs" is of interest from a Canadian standpoint:

"5. All marks, names, labels, brands, packages or other business devices which are adopted for use by any person in his trade, business, occupation or calling, for the purpose of distinguishing any manufacture, product or article of any description manufactured, produced, compounded, packed or offered for sale by him, applied in any manner whatever either to such manufacture, product or article, or to any package, parcel, case, box or other vessel or receptacle of any description whatsoever containing the same, shall, for the purposes of this Act, be considered and known as trade marks."

"16. A general trade mark once registered and destined to be the sign in trade of the proprietor thereof, shall endure without limitation."

"17. A specific trade mark, when registered, shall endure for the term of twenty-five years, but may be renewed before the expiration of the said term by the proprietor thereof, or by his legal representative, for another term of twenty-five years, and so on from time to time; but every such renewal shall be registered before the expiration of the current term of twenty-five years."

mark. He did so on the ground, among others, that he knew of no instance of the granting of an injunction to restrain one trader from using the same mark as another. He held that to impose such restraint would be fraught with mischievous consequences. This observation, however, he qualified by the remark that if it were done with fraudulent design or to draw away customers from the rival trader, whose mark is thus appropriated, that might be sufficient to maintain an action.

In the earliest authentic instance of a successful attempt to restrain trade mark piracy the case of Sykes vs. Sykes in 1824, fraud was made the basis of the action. Deceit and fraudulent misrepresentation were causes of action well known to the common law. This was presumably the form of action most nearly suited to the circumstance of this case. If the merchant, despoiled of his trade mark, could not bring his grievance under the head of fraud, there was no other form of action available at common law.

The Courts of Chancery also exercised a concurrent jurisdiction in cases of this kind. Their ability to grant an injunction restraining the continuance of a fraud proved a very valuable supplement to the award of damages—the only form of redress obtainable at that time in the common law courts. But even the Chancery judges for a time retained the doctrine that fraudulent intention was a necessary ingredient in an action for infringement of trade mark, and refused to grant an injunction unless the plaintiff first proved his case in the common law courts.

Toilsome Determination of Right

Gradually, however, the view gained ground that the owner of a trade mark has a genuine proprietary interest in his mark, which he is entitled to have protected against invasion and infringement like any other right of property. The case of Millington vs. Fox, decided in 1834, definitely established the principle that a trader has a good right of action against any person who wrongfully assumes his trade mark, even in the absence of proof of fraudulent intent. The decision in this case signalizes the full recognition, at least in Chancery courts, of trade marks as property capable of legal protection.

The fusion of the principles of common law and equity, effected by the Judicature Act of 1873, brought the common law courts into line with the Chancery. From that date the plaintiff was no longer required to prove fraud, but merely that the "get up" of the defendant's goods actually did mislead, or was calculated to mislead, the public into believing them to be the goods of the plaintiff's manufacture.

Means of Protection Provided

To provide adequate means for the protection of the trade mark there was passed the Merchandise Marks Act of 1862, and later the Trade Marks Registration Act of 1875. The Trade Marks Registration Act of 1875 introduced a new era in the history of trade mark law. The principles which it formulated have in the main been adhered to up to the present day. It was designed to afford protection to the trader on the one hand, and to the public on the other, against the abuse of trade mark rights.

A register of trade marks was established and placed under the control of the Commissioner, afterwards the Comptroller of Patents. Registration was not obligatory, but it was made a condition precedent to the bringing of an action for infringement of trade mark. After five years, registration was treated as conclusive evidence of the registered owner's title to his trade mark. In the interest of the public, on the other hand, the Act required the publication of all registered trade marks and their definite appropriation to certain classes of goods, so that any member of the public might know, by inspecting the register, the precise features and scope of any particular trade mark for which an exclusive right of use was claimed. The Patents, Designs and Trade Marks Act of 1883 expressly barred the use of geographical names and words describing or commending the quality of goods "Bovril" was allowed to pass muster, but a word such as "Triticumina," as applied to wheatmeal bread and biscuits, was rejected as descriptive.

Meaning of Trade Mark

By the Trade Marks Act of 1905 a trade mark was defined by statute of the British Parliament as:

"A mark used or proposed to be used upon or in connection with goods for the purpose of indicating that they are the goods of the proprietor of such trade mark by virtue of manufacture, selection, certification, dealing with or offering for sale."

A trade mark is not in any sense a guarantee of quality. It warrants neither excellence nor uniformity. But the manufacturer, ever mindful of the value of having his trade mark associated with these qualities, as a rule strives to have his goods known because of their excellence and uniformity.

WANTS MANITOBA RETAILERS EXCLUDED

On Friday, June 16, the Manitoba Board of the Retail Merchants' Association interviewed Hon. T. H. Johnston, Minister of Public Works regarding the Workmen's Compensation Act. The present Act is modelled largely after the Ontario Act, but does not exclude retail merchants by special clauses as does the Ontario Act. E. M. Trowern presented the reasons why retail merchants should be excluded as there were practically no accidents incidental to retail business.

Mr. Trowern, while in Winnipeg, met the present officers of the Manitoba Board and the Winnipeg Branch, together with the past - officers of both branches of the association on Friday, June 9, at the St. Charles Hotel, Winnipeg, when he reviewed the history of the Retail Merchants' Association of Canada, also outlining the work of the Association in securing the following legislation:—The Trading Stamp Act; the Gold and Silver Act; the Fraudulent Advertising Act; the incorporation of the Association; the prevention of special privileges being granted to co-operative stores, and the work of the association in framing the Ontario Assessment Act.

SOME NOVEL FLOURS

(From the Toronto Star Weekly)

Of course we are well acquainted with wheat, whole wheat, graham, gluten, bran, rye, barley, corn, buckwheat, and rice flour, all of which have become more perfect products through the enforcement of pure food laws; but modern science has gone further and brought into practical use a number of new vegetable, nut, and fruit flours which take us a step beyond the ordinary into the realm of high class cookery and open for approval many new and unusual food combinations.

The various new flours include flour made from bananas, chestnuts, string beans, lima beans, haricot beans, yellow peas, green peas, potatoes, lentils, mixed vegetables, and cassava root.

The banana flour makes delicious cake layers to be laid up with fresh banana filling. The chestnut flour makes an acceptable substitute for the real chestnuts if one is too busy or in too great a hurry to bother with the nuts themselves. The potato flour will be found very satisfactory in the making of potato pancakes, Irish potato shortcake, or any sauce in which potato plays a part. The lentil and bean flours make excellent muffins, waffles, and quick breakfast breads, and they are very popular to use in varying the cream soups for nursery use. The cassava flour is especially adapted to the making of sweet dishes.

SOUNDS ITS PRAISES TO OTHERS

The MacLean Pub. Co.,

Gentlemen:—"Canadian Grocer" is a boon, very helpful and efficient. I never forget to speak its praises to other merchants.

M. PACE.

Sherbrooke, Que.,

June 24, 1916.



THE CLERKS' PAGE



The Man Who Knew It All

By E. A. Hughes

YOU and I and the fellow in the next flat know him: he has a defiant, challenging mien, he has a quick tongue which leaps to answer ere a criticism has left the lips of its utterer; nobody can ever teach him anything; no one can suggest, advise or differ from him: he is the Man Who Knows it All. In common but expressive parlance, his head is swollen.

I knew one of his kind who worked in a grocery store. He was not chief clerk, but he thought he should have been. He would have been long before the time I write of, if only he had addressed himself to his work and his customers with a little seasoning of modesty and humility once in a while. Instead of that he made bad friend after bad friend simply because—he knew it all. He was indeed, at times, positively offensive over it. For instance a woman would come into a store and ask for a particular line of soap. Maybe the store didn't keep it. The course to pursue, in that event, was to say so nicely, suggest some other, and if the other wouldn't do, say a polite "Good morning". But our friend with the enlarged headpiece had a different manner. When the lady asked for the soap, he said, "Oh, we don't stock that."

"Oh" was the short reply.

"No", went on the other, getting in his opinion right away, "It's very poor stuff. Doesn't give satisfaction It's watery. Not worth buying. You couldn't get the value out of it."

Now I maintain that that was a foolish sort of reply to make to any customer. The customer is there to be satisfied whether with a particular line of goods or one of equal quality, and the grocer is there somehow to get her trade. Was that the sort of way to get it?

Apparently not, for the lady snapped very quickly "Young man, I know whether that soap gives satisfaction or not. I've tried it. I know I can get the value out of it."

Nettled, Mr. Know-it-all tried still to carry off the honors of the conflict but he only got deeper into the hole. He began what should never be begun between customer and merchant, under circumstances of this kind, at any rate; an argument.

"Well," said he, throwing out his chest, "I know what I'm talking about. You can't get satisfaction out of that soap. We should lose trade rather than get it, if anyone bought the stuff. Therefore, we don't handle it." Then, as if to clinch the thing, he said, "I know!"

But this time he had caught a Tartar and his argumentativeness was coming to the ground.

"That's the trouble with young men like you," said madam, witheringly. "You probably know as much about housekeeping as Billy Sunday does about grammar. Were you ever married?"

Know-it-all was startled into a reply. "No" he said.

"Some girl should be thanking her stars that she's not got you", came the woman sharply. "You'd be a fine peacemaker in a house. Henry Ford would have nothing on you as a maker and keeper of the peace. But listen, young man"—here Madam began to go at it hammer and tongs; meanwhile the rest of the boys were roaring with laughter. "Don't be so opinionated. If you know so much you'll be positively encyclopaedic by the time you're forty. Have opinions if you like, but don't try to thrust them down my throat, at all events. They'll be coughed up again."

After she'd gone the boss walked over to the clerk whose red face betrayed his embarassment at being thus licked.

"What's the matter, Denton?" he asked.

Know-it-all Denton said never a word for a time. Then he explained as best he could, for himself and his part in the scrap.

"I suppose," said the Boss, seeing through it, "it's another case of that confounded omniscience of yours. Once more, I guess, you knew it all, eh?"

"I knew what I was talking about," said Denton, refusing to give in, and holding to his ground with a tenacity worthy a better cause. "I knew what I was talking about. That soap won't give satisfaction. I told her so. I maintain it", he ended defiantly.

"But it may give her satisfaction. You don't know. She may be pleased with it. We don't think much of it, it's true but she may have proven it to be all right. And anyway why thrust your opinions upon the woman? Use a bit of tact my boy. Tact. Tact!"

Later on after luncheon, one of the fellows, a practical joker, brought over a copy of the encyclopeadia, volume "Sh to Tr". It was open at a certain page, and inside was a bit of paper, marked. "See Tact".

Well, he may get better as he gets older. It's to be hoped he does. Omniscience never got anywhere yet, if it was offensive.

SERVICE DEPARTMENT

Auburn, Ont., June 15, 1916.

MacLean Publishing Co.,
Toronto.

Gentlemen,—

Kindly give me the address of firms where I could buy honey cans.

And oblige,
W. T. RIDDELL.

Editor's Note.—We have written Mr. Riddel direct.

* * *

Orillia, June 21, 1916.

Canadian Grocer,
Toronto.

Dear Sirs,—

Kindly send us names of firms handling waste and baled paper.

And oblige,
Yours truly,
KANE & KANE, LTD.

Editorial Note.—This information has been forwarded direct.

* * *

The Editor of the Service Dept.,
Canadian Grocer.

Dear Sirs.—Will you please give us the names of the manufacturers packing candied peels in Canada, and oblige.

LA CIE C. C. GENEST & FILS, LTEE.

Sherbrooke, Que.

Editorial Note.—This information has been forwarded to the writer.



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec and Maritime Provinces

Sir Thomas Tait, the new vice-president of the Altantic Sugar Refineries, has already distinguished himself by his valuable work as chairman of the Citizen's Recruiting Association in Montreal.

The flags of St. Lambert were at half mast one day last week when the news was received that Pte. Smith, a former employee of Graham & Hunter, grocers, on Victoria Ave., had been killed in action.

About 30 gallons of maple syrup was gathered in Lachute in response to an appeal made by the Red Cross Society for this syrup, to divide among wounded Canadian soldiers in France and England and will be shipped in a few days.

Mr. Jos. Picard, manager of the Rock City Tobacco Co., of Quebec, who was elected president of the Provincial Federation of Boards of Trade at the annual meeting held in Sorel is one of the Ancient Capital's most progressive and enterprising citizens. Mr. Picard, who is an immediate past president of the Quebec Board of Trade, at all times takes a lively interest in the welfare and progress of Quebec, and his election as head of the provincial organization is a source of gratification to his fellow citizens.

B. Trudel manager of the tea department of Chaput Fils et Cie, Montreal, has gone out West as far as Fort William for his firm.

A committee representing the Dry Goods, Hardware and Grocery Associations of the Montreal Board of Trade went to Ottawa on Tuesday to interview the Minister of Customs in regard to the advancing duties on imports that are based on value at time of receipt in this country.

J. A. Marven, of Moncton, N.B., biscuit manufacturers have purchased the property in Moncton owned by the Dominion Textile Company, with the exception of the machinery used for the manufacture of cotton. The property includes some five or six acres of land and large brick buildings with power, lighting, fire protection plant, and two houses. An important item of the property is a reservoir 100 by 165 feet, with a capacity of 1,000,000 gallons. The floor space of the new factory will be about a million feet. Alterations are to be made immediately, and the late owners will vacate the premises. The deal is regarded as one of the largest real estate transactions in the Maritimes in recent years.

Ontario

E. R. Newans of London, has sold to Nelson Bilyea.

R. H. Banks, grocer of Toronto, has sold to Robert Black.

J. & A. Morris of Hamilton, groceries and meats, has sold to James Reil.

The Standard Milk Products, Ltd., is negotiating for the purchase of the old Simcoe brewery in Barrie, and if present plans mature Barrie will have a condensed milk factory early in October.

W. Y. Colclough, Toronto, representing Richard Wheen & Sons, Ltd., soap manufacturers, London, Eng., has gone to Montreal, where he sails on Saturday on the "Ascania" for the Old Country to visit his principals.

The death occurred in Chatham of W. P. Scarff, Secretary-Treasurer of the Chatham Packing Company, after an illness of ten days. He was born in Guelph and has lived in Chatham for two years. He was formerly connected with the Nelson Morris Company in Chicago and Calgary.

A call has come to the Boy Scouts of Toronto to help pick the fruit in the district of Clarkson. The call is going to be answered. This is one of the activities in which the boys who are not old enough to don khaki can help the empire, and they are responding splendidly.

Western Canada

N. Poiner, of St. James, Man., grocer, is succeeded by Kluner andFannenbaum.

Sam Hearn of Winnipeg, Man., is succeeded by D. B. Sanderson.

W. Gallaugher, for several years manager of W. R. Megaw's grocery department in Vernon, B.C., is now a member of the 158th, Vancouver battalion.

H. J. Watson, manager of the Swift Current Grocery Co., Swift Current, Sask., returned last week, after spending a few weeks' vacation in the West.

H. B. Elford, who covers northern Manitoba and Saskatchewan territory for the Purity Flour Mills, is taking a well-earned rest and renewing acquaintances in Winnipeg.

Harvey Shaw, manager of the Northwest Biscuit Company, Edmonton, left last week for Chicago, where he will attend the Biscuit Manufacturers' convention.

The new auto delivery of Hallonquist Bros., of Weyburn, Sask., has attracted considerable attention and gives a decidedly city appearance to the firm's business. The van was the work of the Weyburn Motor Co.

Len Larkin has closed up his grocery, fruit and confectionery business in Carman, Man., and has removed to Homewood, where he will keep a general store.

Norman Alexander, of the Swift Current Grocery Co., Sask., left for Weyburn to take over the position of credit manager of the Weyburn Grocery Co.

J. A. McFarlane, Grocer, London, Ont., has just returned from the Presbyterian General Assembly at Winnipeg, where he was a delegate. He has been gone almost a month.

Another wholesale grocery will open in Swift Current on July 1. The Macdonald-Crawford Co., Ltd., has secured a warehouse site there. This makes the fourth wholesale grocery in Swift Current.

J. A. Maclean, formerly traveling the Soo and main line west of Moose Jaw for the Rex Fruit Co., Ltd., has been appointed manager of the Kerrobert Mercantile Co., Ltd., of Kerrobert, Sask., wholesale fruits, vegetables, etc.

The new company of the Western Canners, Ltd., have concluded a deal for the purchase of the canneries at Penticton and Kelowna, and will operate them both this season. The Occidental Fruit Company will also put up a pack of tomatoes, having leased the idle cannery at Okanagan Centre.

J. E. MacFarlane, general manager of the Western Canada Flour Mills Co., was in Toronto during the week after having paid a visit to the Pacific Coast. During his sojourn in the East, he will visit Ottawa, Montreal and St. John, N.B., where the firm has branches. It is expected that Mr. MacFarlane will move his family to Winnipeg and make that city his home.

Important changes have taken place in the management of the wholesale establishment known as the Weyburn Grocery Co., Weyburn, Sask., and this week these changes are announced. Previously the grocery and fruit departments have been carried under one and the same management, but hereafter there will be a manager for each of these departments. Mr. E. Miller, of Regina, having been appointed in the grocery end and Mr. F. B. Mitchell, to the fruit end. A change has also been made in the office staff, Mr. N. Alexander, of Swift Current being recently appointed credit manager.

Canned Goods, Beans and Currants Higher

Exceptional Strength of Currants Witnessed by New Opening Prices—Beans in Very Strong Position—Teas of Poor Quality Coming—Canned Vegetables Very Firm and Likely to be Higher—Some Minor Spice Changes.

Office of Publication, Toronto, June 28, 1916.

A FEATURE of the market about which everybody seems to be concerned is the very strong situation of white beans. There has been an advance in these this week which is chiefly based upon the fact that the old crop of beans is not likely to last out until the new crop comes. As the trade know, beans have been a very scarce commodity ever since the last crop. Farmers never bothered to harvest them but preferred to devote their time to other lines which perhaps sold more profitably. For months beans have been very scarce and the market has seen a succession of advances with never a decline. Despite the fact that Japanese beans relieved the tension a little by supplying Western Canada, Ontario beans were, nevertheless, quite insufficient for the demand and grocers had to pay considerably more this year than ever before. Instead of coming sometime early in October it will probably not arrive until November and the period between the end of the old crop and the beginning of the new, late as the latter will be, will be a period of tightness and additional strength, so far as prices are concerned. There will, it is thought, be an actual stringency in beans and prices will be materially advanced between this and four months hence. For the present, wholesalers and retailers alike, are much concerned with the problem and an advance to the trade was registered this week.

There have been further advances in currants, amounting to about 2c. These have been on the part of wholesalers who are now buying at advanced prices, although for some weeks they have been selling at the price at which they were actually buying. The currant market, extraordinarily strong last year, is again gaining firmness, partially due to the Greek position among nations, and partially to a wretched crop in Greece, and it is not unlikely that we shall have, as Fall and Winter draw near, a repetition of last year's market trend.

Canned goods are advancing steadily. Most vegetables, tomatoes, peas, corn and wax, green and string beans are all slightly ahead this week. These advances are by wholesalers and are largely the outcome of desire on the part of the wholesalers to protect themselves, because little business appears to be pressing just at present. However, the feeling is, as has been reflected in these columns from time to time, that canned vegetables are in for a period of prolonged strength, due to the labor market, the demand for exports, the poor weather which has very vitally affected them all and particularly tomatoes, and the high price of tins.

Advances have also been registered this week on such lines as imported sardines and also on Canadian sardines. Poor quality Norwegians are considerably higher per case at the opening price this year than last, and are actually higher now than first-class goods were. This is largely the effect of the international situation. Britain is buying as much as she can of Norwegian goods to prevent the same reaching Germany, irrespective of any particular demand in Britain for them at the present time, which is one more example of the effect upon foodstuffs of the policy of blockade.

Quebec Markets

Montreal, June 29.—Grocery trade has begun to develop usual mid-season dullness, which has been further increased by anxiety about crops. This is now restricting buying of country merchants, who are showing more caution than was evident in the free buying of the early part of season. Prospect of Mexican war is attracting attention of the most thoughtful in its relation to trend of prices here. Weather is improving, and

MARKETS IN BRIEF

QUEBEC MARKETS.

FLOUR AND CEREALS—
- Flour weak.
- Feeds very weak.

FISH AND OYSTERS—
- Fish lines firming.
- Frogs' legs arriving.

PRODUCE AND PROVISIONS—
- Hogs ½c firmer.
- Smoked lines active.
- Pork products firming.
- Eggs up 2c.

FRUIT AND VEGETABLES—
- Berries firmer.
- California fruit sales held up.
- Cabbages up.
- Beans and tomatoes decline.

GENERAL MARKETS—
- Sugar firming.
- Sweeping advance in canned vegetables and sardines.
- Shelled walnuts up 1c.
- Smoking and chewing tobacco down 2 cents.

ONTARIO MARKETS.

FLOUR AND CEREALS—
- Dull flour situation.
- No change in cereals.
- All feeds weak.

PRODUCE AND PROVISIONS—
- Bacons up a cent.
- Hogs rising again.
- Butter at high levels.
- Eggs up again.
- Cheese slightly weaker.

FISH AND OYSTERS—
- Mackerel is plentiful.
- All sea fish sell well.
- Frogs' legs in demand.

FRUIT AND VEGETABLES—
- Valencia sweets selling.
- Canadian celery here.
- Mint a new arrival.
- Canadian cherries selling.
- Many price declines.

GENERAL GROCERIES—
- Poor quality teas.
- Beans very high.
- Sugar waking up.
- No change in molasses.
- Canned goods advancing.
- Currants getting higher.

MANITOBA MARKETS.

FLOUR AND CEREALS—
- First patents still $6.60 bbl.
- Domestic business quiet.
- Flour should move in July.
- Cereals and feeds both quiet.

FISH AND POULTRY—
- Fresh salmon drops to 16c.
- Fresh lake trout holds at 12c.
- Fowl declines to 15c lb.
- Broilers expected at 25c lb.

PRODUCE AND PROVISIONS—
- Hogs advancing again.
- Big demand locally and outside.
- No change in meats or lard.
- No. 1 creamery firm at 29c.
- Good stock dairy brings 24c.
- Quality of eggs falling off.
- Price of eggs unchanged—25-26c.
- No activity in cheese.

FRUIT AND VEGETABLES—
- Strawberries, 24 pts., still $4.
- Mississippi tomatoes down to $1.50.
- Only a fair demand for cherries.
- Lemons and oranges up 50c case.
- Peaches and apricots decline.
- Cantaloupes down to $7 crate.

GENERAL GROCERIES—
- Further advance in canned goods.
- Tomatoes, corn, beans, peas, all up.
- Sugar holding at $8.80; raw firm.
- Further changes in Clark's prices.
- Rice market slightly easier.
- Dried peaches and apricots up.

result is seen in an improved fruit and vegetable situation, which is, however, still unsatisfactory owing to the delay in development of low range of prices and consequent small consumption for time of year. Export freight rates have made further declines and stimulated export lines, notably flour and rolled oats, in spite of which a temporary surplus of bottoms developed, but as evidence of the fact that this is only temporary, it is noted that the British Government is reported to be engaged in securing ship charters three years ahead.

Flour and feed lines are weak, with declines imminent in the latter; fish lines are developing strength, as are hogs and pork products. Eggs are not only higher, but active and very firm, and vegetables are declining in proportion as the weather becomes more suited to market conditions. Sugar has recovered to extent of being once more on firm basis, following lengthy period of uncertainty. Currants have advanced to trade now that wholesalers are buying at recent advance. Canned vegetable lines have been advanced all round by both canners and wholesalers, as protective measure apparently, and sardines have also advanced. Interest is centred on great scarcity of white beans on this market. Canadian package goods continue to feel effect of scarcity and advancing cost of imported goods, as in case of Canadian-made preserves, which have advanced ½c per lb., and paper bags are scheduled for a further advance. Declines of importance have occurred in case of ½c drop in French castile soap and 2c lb. in one concern's chewing and smoking tobacco, the latter to take effect July 3.

SUGAR.—Prices are unchanged locally, but firmer tone and increased activity is noted following more reassuring reports from New York, so that unsettled condition prevailing for past month has disappeared. Best business of month occurred in early part of this week, and, although opinion is non-committal as to likelihood of advances it is felt that possibility of a decline has been reduced. Cuban raws on New York market have stiffened up to 5 3/8c and 5 7-16c, with 5½c commonly asked in place of 5¼c, as previously, and number of centrals grinding in Cuba is down to 17. New York refiners are at $7.65 in place of previous adherence on part of some interests to $7.30 under restricted conditions. Recent statistics on production, exports and stocks place sugar in strong position for time being.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	8 20
20 lb. bags	8 30
2 and 5-lb. bags	8 50
Extra Ground Sugars—	
Barrels	8 55
50 lb. boxes	8 75
25 lb. boxes	8 95
Yellow Sugars—	
No. 1, 100 lb. bags	7 80
Dark yellow, 100 lb. bags	7 60
Bright yellow, bbls. only, cwt.	8 05
Powdered Sugars—	
Barrels	8 35
60 lb. boxes	8 55
25 lb. boxes	8 75
Paris Lumps—	
100 lb. boxes	8 80
50 lb. boxes	8 90
25 lb. boxes	9 10
Crystal Diamonds—	
Barrels	8 80
100 lb. boxes	8 90
50 lb. boxes	9 00
25 lb. boxes	9 20
Cartons	9 45
Half cartons	10 15
Crystal Dominoes, cartons	9 65

MOLASSES AND SYRUPS.—There are no developments of importance to report in regard to either price or supplies. The strength of the former continue to be firmly maintained, and the arrival of the latter to consist of irregular shipments of small lots that only partially satisfy the needs of the moment. Arrival of full cargo is looked for at any time now, after which for a short time considerable activity is expected while the supply lasts.

Corn and cane syrups are unchanged in price and active demand, which has characterized them since development of molasses shortage some months ago, and starch products continue to move freely at unchanged prices.

	Prices for Fancy.	Choice.
Barbadoes Molasses—	Island of	Montreal.
Puncheons	0 59	0 51
Barrels	0 62	0 54
Half barrels	0 64	0 56

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04½
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 5¼c; ½ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80

DRIED FRUITS.—Currants have been advanced from 1c to 2½c by wholesalers following exhaustion of stocks bought at old prices, so that recent cable advances now rule throughout, and loose Filiatras are 14c and package goods 15c per lb., and a good demand is reported in both currants and raisins, with wholesalers advancing directly they come in contact with new range of prices in their buying. Other prices remain unchanged, with firmness well maintained in all lines except prunes, in which some importers report that they have used bookings on ground that decline is expected by them. Coast prices continue to be subject of interest, outcome of which is still held to be uncertain.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	....	0 09½
Apples, choice winter, 50-lb. boxes	....	0 09
Apricots	0 14	0 15
Nectarines, choice	....	0 11½
Peaches, hoice	....	0 08
Pears, choice	....	0 13½

DRIED FRUITS.		
Candied Peels—		
Citron	0 24	0 25
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	....	0 14
Filiatras, packages, new	....	0 15
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	....	0 10
Fards, choicest	....	0 12½
Hallowee, loose, new	....	0 09½
Hallowee, 1-lb. pkgs.	....	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11	0 12
40 to 50, in 25-lb. boxes, faced	....	0 10¾
50 to 60, in 25-lb. boxes, faced	....	0 10
60 to 70, in 25-lb. boxes, faced	....	0 09½
70 to 80, in 25-lb. boxes, faced	....	0 09
80 to 90, in 25-lb. boxes, faced	....	0 08½
90 to 100, in 25-lb. boxes, faced	0 08	0 08
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels, loose, 3-crown, lb.	....	0 09
Muscatels, 4-crown, lb.	....	0 09½
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 10½	0 11
Choice seeded, 16 o. pkgs.	0 10¾	0 10½
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

SPICES.—Prices remain unchanged, as do other factors of interest, excepting that dullness is apparent, both locally and in New York, and reports from latter place indicate that, although prices are fairly well maintained, there is no trade passing.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 09	—0 23
Cassia	—0 27	—0 85	—0 35
Cayenne pepper	—0 28	—...	—0 35
Cloves	0 30—0 32	—0 90	—0 39
Cream tartar—55 to 67c.			
Cinnamon, per lb., 35c.			
Ginger, Cochin	—0 25	—...	—0 31
Ginger, Jamaica	—0 28	—1 15	—0 29
Mace	—0 80	—...	—1 00
Nutmegs	0 45—0 45	—0 45	—0 80
Peppers, black	—0 28	0 85—0 90	—0 26
Peppers, white	—0 35	1 15—1 20	—0 37
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 16—0 18	—...	—...
Turmeric	0 21—0 23	—...	—...

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	....	12-15

RICE AND TAPIOCA.—Prices continue to be unchanged, although there is no diminution of the feeling that they are not in keeping with position of this line on the market, and tone is decidedly optimistic as to eventful outcome. Increase in demand is noted, and one firm reports moving 1,000 100-lb. bags last week.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	4 30
"C.C."	4 10
India bright	4 45
Lustre	4 50
Fancy Rices—	
Mandarin, Patna	4 80
Pearl	5 10
Imperial Glace	5 80
Sparkle	6 40
Crystal	5 70
Snow	5 30
Ice drips	5 40

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

	Per lb.	
Imported Patna—		
Bags, 224 lbs.	....	0 06
Half bags, 112 lbs.	....	0 06½
Quarter bags	....	0 06¾
Velvet head Carolina	0 08	0 09
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 11	0 12
Seed, lb.	0 10½	0 11

DRIED VEGETABLES.—There is no lessening of the keen interest in beans, which are now quoted at $4.80 as the minimum price for white beans, the scarcity of which on this market has become matter of universal comment. It is thought that old crop will have been so completely absorbed by time new arrives on market that there will be little, if any, easing of prices in consequence. Inferior quality stuff continues to be in

evidence, but without any demand. Peas are quiet and unchanged in price.

Beans—		
Canadian, 3-lb. pickers, per busbel	4 80	5 00
Canadian, hand-picked	5 35	5 50
Canadian, 5-lb. pickers	....	4 60
Yellow eyes, per busbel	....	4 70
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 25	3 50
Peas, split, bag 98 lbs.	....	6 25
Barley, pot, per bag	....	3 25
Barley, pearl, lb.	0 04½	0 05

TEA.—Ruling factors of market are unchanged with prices well maintained on a quiet market, although undertone shows weakness based on reports of importing conditions, which appear to have improved. Japan market is as firm as ever, with season just getting well started and supplies beginning to come forward. Some interest is being shown in probable effect of U. S. Mexican war on Canadian tea trade in event of war taxes across the border.

COFFEE.—There are no new developments to note and prices remain unchanged, with a normal volume of trade passing and supplies coming forward in ample quantity for all requirements. A certain amount of sales at reduced prices occur, but not in sufficient quantity to disturb market. Market inclines to weakness at primary points, but there is very little doing one way or the other, while some indication of probable extent of European demand is waited on.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 22	0 24
Java, lb.	0 33	0 38
Maracaibo, lb.	0 22	0 23
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 18½	0 21
Santos, lb.	0 21	0 23
Chicory, lb.	0 12	0 14

NUTS.—Shelled walnuts have advanced 1c, and are now 34c to 35c per lb. to trade, and further advances have occurred abroad, but none reported here yet on part of importers, although feeling is very firm, especially in view of fact that wholesalers are now pretty well booked up for fall delivery of both walnuts and almonds, a fact that is taken to indicate that declines are improbable and advances possible. There has been a falling off in business lately, following an unusually heavy volume for some time past, and supplies are reported low in New York and almost negligible here.

Almonds, Tara, new	0 16	0 17
Grenobles	0 16	0 17
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 34	0 35
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 15½	0 16
Filberts, shelled	....	0 35
Pecans, large	0 19	0 21
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 09	0 12½

CANNED GOODS.—Advances have been general this week on part of all holders of canned lines from canners to wholesalers, with the following results: Wax, green, and all string beans have advanced 5c, and are now 97½c per doz.; corn, 5c to 97½c; tomatoes, 7½c to $1.20 in 3's, and 35c to $3.60 in gallons. Canners' advances consisted of 2½c on peas, beans and corn; 5c on 3-lb. tomatoes, and 25c on gallon sizes spot on own stock, and they claim prospects very poor for their own pack. Independents, however, are reported to hold 100,000 cases peas, and from 75,000 to 100,000 cases corn, although low in tomatoes, several large lots of which have changed hands here during last two weeks at around $1.10, Montreal, but Canner's price now exceeds this, and is $1.10 and $1.12½ factory. Advances appear to be of protective nature, as comparatively little business was passing and scarcely any at all now. Reports of California fruits reflect very firm tone, and feeling in pineapples is decidedly firm as result of switching of growers to cane in preference to using sugar for preserving purposes at prevailing prices, and shippers are reported 400,000 cases pines oversold.

Canadian sardines are up to $3.75 per case, and all imported lines have advanced 25 per cent., irrespective of country of origin. Poor quality Norwegians have opened up $4 per case higher than old price of first-class goods, and Brislings show added firmness, so that there is a tendency on market to encourage advance in retailer's selling. British buying of all classes of Norwegian goods, to prevent their reaching Germany, irrespective of any demand in Britain for them, has resulted in artificial firmness of all lines. Winter herring that formerly sold for 5 kroner per barrel now sells at 85, and second-hand empty barrels are now worth double what full barrels were a year ago.

Ontario Markets

Toronto, June 29.—The produce and provision market is worth special study this week. Most items have changed their position during the week. Firstly, there is a pronounced strength in hogs. Live hogs are quoted higher again and there is a feeling that we shall see a return to the advancing market of a few weeks ago. Export conditions are said to be again booming up as a factor and domestic trading is very considerable. Pure lard basis is slightly higher. Hams are all up about a full cent. Cooked meats are much firmer. In their case it is partially a question of a hot weather demand. The general firmness of hog products is also an item of course.

New laid eggs are higher again. A good deal of storing has been going on, and it is largely a reason. Also the cold and unseasonable weather which obtained till a few days ago kept up a big consumer demand and hot weather would alter both conditions.

The flour market is weak, perhaps uncertain is a better word, ocean freights are materially lower and if, as was urged, these and their highness were the reason for bad export business, latter should now be good. It isn't any thing to write home about, however, for cable bids on flour from would-be British purchasers cannot see our prices. Nevertheless the market has a fairly firm undertone for this time of the year.

We direct special attention this week to the sugar, beans, and dried fruits market. All have noteworthy features.

SUGAR.—There is a firmer situation now in New York. Raws are up three sixteenths for July delivery, higher than that for September, while immediate delivery is up ⅛. Refiners show disposition to harden. Purchases of raws are being made right along. Locally there is little change. We share, in some sort, the new strength of the New York market, but there is no special added demand such as has been looked for. It is said that as the herry season approaches demand will strengthen considerably. One man on the street gave it as his opinion that when quotations do move it will be up, and not down. Meanwhile basis remains unchanged.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	8 26
20 lb. bags	8 36
10 lb. bags	8 41
2 and 5-lb. cartons	8 41
Nova Scotia refined, 100-lb. bags	8 16
New Brunswick refined, 100-lb. bags	8 11
Extra Ground Sugars—	
Barrels	8 26
50 lb. boxes	8 66
25 lb. boxes	8 96
Powdered Sugars—	
Barrels	8 36
25 lb. boxes	8 86
Crystal Diamonds—	
Barrels	9 81
100 lb. boxes	8 91
50 lb. boxes	9 01
Cartons (20 to case)	9 86
Cartons (50 to case)	10 96
Crystal Dominoes, carton	10 21
Paris Lumps—	
100 lb. boxes	8 91
50 lb. boxes	9 11
25 lb. boxes	9 11
Yellow Sugars—	
No. 1	7 56

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

MOLASSES.—There is nothing new in this line to report. No declines in price have occurred. The market retains all of its strength, due largely to the scarcity of shipping between West Indies and here. Even Canadian ports are little better off in the matter of stocks. West Indies and other shippers are distributing what exports they can get over, a little on each order, as was reported last week. Demand for munition purposes keeps up, and is one more factor in the question of high prices on molasses.

Corn and cane syrups remain unchanged, with ordinary amount of business passing.

Corn Syrups—	
Barrels, per lb., 4c; ½ bbls., 4¼c; ¼ bbls.	0 04½
Pails, 38½ lbs., $1.95; 25 lbs.	1 50
Cases, 2 lb. tins, 2 doz. in case	2 75
Cases, 5 lb. tins, 1 doz. in case	3 15
Cases, 10 lb. tins, ½ doz. in case	3 06
Cases, 20 lb. tins, ¼ doz. in case	3 00
Cane Syrups—	
Barrels, lb., 5¼c; ½ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80

Molasses—		
Fancy, gallon	0 60	0 65
West India	0 38	0 40

DRIED FRUITS.—The high spot in this market is certainly currants. Once more these are advancing, and heavily at that. Quotations below cover new levels. New crop (1916) opened at 50/- and speedily touched 53/6. It is higher than that at present. Filiatras are worth around 55/-, that is the class of goods which Canada takes, this country being notorious for its choice of best grades. It appears that a bug has been getting in its work on the vines, and has done much damage in this way to this year's crop. In addition there has been an overwhelming demand from France for currants for wine and spirits purposes, even the inferior grades—usually kept by Greece herself—having been requisitioned. Prices are at present high, and it is regarded everywhere as certain that we shall see very high levels on new crop currants this year. Trade will remember that currants they are at present getting are old crop ones. There is not likely to be a great advance in them. New crop stuff, however, will open at a high figure, in all probability.

Prunes, peaches, apricots and so forth show little change from recently reported conditions.

Apples, evaporated, per lb.	....	0 08½
Apricots—		
Std., 25's, faced	0 12	0 12½
Choice, 25's, faced	0 15	0 16
Extra choice, 25's, faced	0 16	0 17
Fancy, 25's, faced	0 17	0 18
Candied Peels—		
Lemon	0 18	0 20
Orange	0 18	0 20
Citron	0 23½	0 25
Currants—		
Filiatras, per lb.	0 15	0 16
Patras, per lb.	0 16	0 17
Vostizzas, choice	0 16	0 17½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Pa..ckage dates	0 10	0 10½
Hallowees	0 08½	0 09
Prunes—		
30-40s, California, 25-lb. boxes	0 13	0 13½
40-50s, 25-lb. boxes	0 10¾	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09¼	0 09½
70-80s, 50-lb. boxes	0 08½	0 08¾
80-90s, 50-lb. boxes	0 08¼	0 08½
90-100s, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 08½	0 09
Stds., 50-lb. boxes	0 08	0 08½
Choice, 25 lbs., faced	0 09	0 09¼
Extra choice, 25 lbs., faced	0 09¼	0 10
Fancy, 25 lbs., faced	0 10	0 10½
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	0 10½	0 11
Seeded, choice, 1 lb. packets	0 10¾	0 11¼
Seeded, choice, 12 oz.	....	0 09
Seedless, 16 oz. packets	0 13	0 13½
Seedless, 12 oz. packets	....	0 11
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

TEAS.—No cables are yet to hand as to the London auction of Ceylon teas this week. Market news of that kind, therefore, cannot be given. Chief feature of interest in tea circles continues to be the poorness of quality of stuff coming along. The weather conditions in Ceylon have enabled the planters to pluck what they wanted, and poor quality teas are the result.

Locally, as to trade conditions there is nothing new to report. Supply and demand show no unusual feature.

NUTS.—A little business is stirring in walnuts, shelled stuff, and also in shelled almonds. Nuts, however, are an unseasonable line, and have little to attract at the moment, beyond ordinary hand-to-mouth demand necessary for the store's equipment.

	Per lb.	
In Shell—		
Almonds, Tarragona	0 15¾	0 16½
Brazils, medium, new	0 16	0 18
Brazils, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, bags 110 lbs.	0 14	0 14½
Peanuts, Jumbos, roasted	0 13½	0 14½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14¾	0 15½
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 12½	0 13½
Shelled—		
Almonds	0 40	0 42
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 60	0 65
Walnuts, new, halves	0 35	0 37
Broken	0 31	0 32

BEANS.—The trade is more or less good with the situation in which white beans are at the moment. There have been further advances and choice primes are up as high as $4.50 and $4.70. Hand picked are also much higher at $5.00. Virtually no seeding on new crop has been done, and crop will be both short and late. The lateness will be the disturbing factor, inasmuch as present prices on old crop stuff are high enough in all conscience. By October they may be expected to have reached the sky. Split peas are a little easier and we quote $5.00 therefor.

Beans, choice primes, bush.	4 50	4 70
Beans, hand-picked, bushel	....	5 00
Peas, blue, bushel	3 50	3 60
Split, lb.	....	5 00

SPICES.—There have been minor advances notably in caraway seed and cream of tartar. These are now quoted on different basis. Situation in latter line is very strong, with slender stocks in hand in this market, and none too heavy ones in New York. We quote 45 to 55c. Mustard seed is quite firm at 25c, a high point.

There would likely be some disturbance in prices should the rumor turn into fact that the British Government is to put a tax on exports from all British dominions exporting spices. Straits Settlements and India would feel it equally.

Spices—	Compound, per lb.	Pure, per lb.
Allspice, ground	....—0 20	0 17—0 19
Allspice, whole	....—....	....—0 15
Arrowroot	....—....	0 15—0 20
Bay leaves	....—....	....—0 20
Bicarb. soda	....—....	....—3½c
Caraway seeds	....—....	....—0 30
Cassia, whole	....—....	0 26—0 32
Cassia, ground	0 16—0 18	0 26—0 34
Cayenne	....—....	0 30—0 35
Cayenne, Jap. chillies	....—....	....—0 40
Celery seed	....—....	0 45—0 50
Celery salt	....—....	0 30—0 35
Celery pepper	....—....	0 30—0 35
Cinnamon, Batavia	....—....	0 30—0 40
Cloves, whole	....—....	0 40—0 45
Cloves, ground	0 18—0 22	0 35—0 45
Coriander seed	....—....	0 12—0 13
Cream of tartar	0 25—0 30	0 49—0 55
Curry powder	....—....	0 30—0 35
Ginger, Cochin	0 15—0 17	0 22—0 25
Ginger, Jamaica, ground	0 18—0 21	0 25—0 30
Ginger, Jamaica, whole	....	0 28—0 30
inger, African, ground	....—....	0 14—0 18
Mace	....—....	0 85—1 00
Mustard, pure	....—....	0 28—0 30
Mustard seed	....—....	....—0 25
Nutmegs, brown, 64s, 55c; 80s, 45c; 100s	....—....	0 35—0 40
Nutmegs, ground, bulk, 30-35c; 1 lb. tins	....—....	0 37—0 42
Pastry spice	....—....	0 25—0 30
Paprika	....—....	0 35—0 40
Peppers, black, ground	0 14—0 18	0 25—0 30
Peppers, black, whole	....—....	0 24—0 29
Peppers, white, ground	0 19—0 24	0 35—0 40
Peppers, white, whole	....—....	0 30—0 35
Pickling spice	....—....	0 18—0 23
Sage	....—....	0 45—0 50
Saltpetre (chili)	....—....	....—0 10
Thyme	....—....	....—0 26
Turmeric	....—....	0 20—0 22

RICE AND TAPIOCA.—There is no change either in price or condition at the moment. Supply and demand continue to dovetail, without any undue strain either way. Stocks are of average weight, and call for them is usual trade demand at this season of the year.

Rice—		
Rangoon "B," per cwt.	....	4 50
Rangoon "CC," per cwt.	....	4 40
Rangoon, fancy, per cwt.	4 38	5 55
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 11	0 10
Seed, per lb.	0 10	0 11

CANNED GOODS.—There have been advances in canned vegetables during the last few days, putting corn, peas and tomatoes on the following bases; tomatoes, $1.30; corn, $1.05; peas, $1.00. Advances are being made by the wholesale trade to retailers, some to equal advance of canners, some not. It is largely a matter of stocks. No new feature enters the situation, but it looks as though canned goods will be uniformly high this year.

Manitoba Markets

Winnipeg, June 29.—New prices have been named on Silverside's herrings in pails and barrels for Aug-Sept. pack. They are practically the same as last year, as it is expected the catch will be just as big. During the past two years a new departure has been made by Canadian packers in order to secure the trade which formerly went to Holland. They are putting them up in 10 lb. kegs, which has resulted in an enormous increase in sales.

Reports continue to come in of higher prices on jams. It is stated that further advances are being made by Canadian manufacturers in the east on pure fruit jams amounting to 4c per pail. This was made necessary on account of the high cost of sugar and tins. Advances are also announced in canned meats. Clark's corn beef, roast beef and sliced smoked have advanced a little more than 15 per cent. This firm announced a slight advance on their pork and beans a week ago. Smith's gallon ketchup has advanced to $6.75 per dozen. Imperial table syrup has advanced, quarts $7.15; ½ gallons $7.15; and gallons $6.90 per case. New and higher quotations are announced on currants.

The time is not far away when the retail merchant will be compelled to pay higher for his canned goods. An ad-

vance has taken place in the primary market of 10c per case on tomatoes, and 5c per case on peas, beans and corn. While it is a fact that most Winnipeg houses are pretty well supplied with canned goods, they are continually running short of various lines and are compelled to buy at present high prices prevailing in the primary market. Partieularly fruits. As this goes on, wholesalers will gradually advance their quotations.

SUGAR.—The priee of standard granulated remains at $8.80. Domestic refined business both here and in the United States has been quiet during the past week, but there has been an increasing demand for raw sugar caused by heavy export sales to Europe. As these sales have been made at a rather high figure, it is not likely that American refiners will reduce the price of domestie as long as they can get big prices for export. Reports arriving from Cuba indieate that the position is strong. There is nothing in sight at the moment to indieate any material reduction in the eost of raw sugar. There has been little warm weather either in Canada or the United States. When it does come, the increase in demand for refined sugar will bring refiners into the market for further supplies of raws, which is expected to advance the price to a higher level.

Sugar, Eastern—	in sacks. Per cwt.
Standard granulated	8 80
Extra ground or icing, boxes	9 65
Extra ground or icing, bbls.	9 35
Powdered, boxes	9 45
Powdered, bbls.	9 25
Hard lump (109-lb. case)	9 75
Montreal yellow, bags	8 40
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 75
Halves, 90 lbs., per cwt.	8 85
Bales, 20 lbs., per cwt.	8 85
Powdered, 50s	9 40
Powdered, 5s	9 65
Icing, barrels	9 40
Icing, 50s	9 60
Cut loaf, barrels	9 70
Cut loaf, 50s	9 90
Cut loaf, 25s	9 95
Sugar, British Columbia—	
Extra standard granulated	8 80
Bar sugar, bbls.	9 25
Bar sugar, boxes, 50s	9 35
Icing sugar, bbls.	9 35
Icing sugar, boxes, 50s	9 65
H. P. lumps, 100-lb. cases	9 75
H. P. lumps, 25-lb. boxes	9 95
Yellow, in bags	8 40

SYRUPS.—There is no change in cane or corn syrup. Molasses continues strong, and trouble is experienced getting supplies both of Barbadoes and West Indies.

Corn Syrup—	
2s, per case 2 doz.	2 88
5s, per case 1 doz.	3 23
10s, per case, ½ doz.	3 11
20s, per case ½ doz.	3 12
½ barrels, by the lb.	4 65
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	4 05
5-lb. tins, 1 doz. to case, per case	4 75
10-lb. tins, ½ doz. to case, per case	4 45
20-lb. tins, 3 tins to case, per case	4 35

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes, ½ bbls., per gal.	0 65
New Orleans	0 28

New Orleans, tins, 24 x 2 lb. case, $2.20; 24 x 3 lb. case, $3; 12 x 5 lb., $2.60; 6 x 10 lb., $2.55.

DRIED FRUITS.—A feature to this market is a report that when prices are named on raisins for Aug-Sept. shipment, they will be lower. This is the feeling in Winnipeg, and the reason given is the desire of the Association to bring about keener competition with independent companies. Prices on new crop raisins are not expeeted for three weeks or more, and it is impossible to foretell at this distanee what the Assoeiation is likely to do. Currants continue very high, and are practieally unobtainable. The crop is of very poor quality. The effect is felt locally, and wholesalers are raising quotations. One wholesaler announces the price of 13½c per lb. on dry cleaned Filiatras; 14½c on dry cleaned Vostizzas. Peaehes are still high, and there is no question but that they will go higher now that the Association has taken control. Apricots are also advancing, and are reported up a cent per pound in the primary market. Other lines are fluctnating. Jobbers state that prunes are going to be higher, as growers state that supplies warrant it, being very limited.

Dried Fruits—	
Evaporated apples, choice, 50's	0 07½
Evaporated apples, choice, 25's	0 08
Pears, choice, 25's	0 12½
Apricots, choice, 25's	0 14½
Apricots, choice, 10's	0 15½
Peaches—	
Choice, 25-lb. boxes	0 07½
Choice, 10-lb. boxes	0 08½
Currants—	
Filiatras, dry cleaned	0 13½
Vostizzas, dry cleaned	0 14½
1 lb. package Amalias	0 14½
2 lb. package	0 29
Dates—	
Hallowee, loose, per lb.	0 09
Hallowee, 12-oz. pkgs.	0 08¼
Raisins, California—	
16 oz. fancy, seeded	0 16¼
16 oz. choice, seeded	0 09½
12 oz. fancy, seeded	0 08¼
12 oz. choice, seeded	0 07¾
Raisins, Muscatels—	
3 crown, loose, 25's	0 08¾
3 crown, loose, 50's	0 08⅜
Raisins, Sultanas—	
California, 50's, fancy bleached	0 16¾
California, 25's, fancy bleached	0 17
16-oz. pkgs.	0 17¼
Raisins, Cal. Valencias—	
25-lb. boxes	0 09
50-lb. boxes	0 09⅜
Prunes—	
90 to 100, 25s	0 07¼
80 to 90, 25s	0 07¾
70 to 80, 25s	0 08⅜
60 to 70, 25s	0 09
50 to 60, 25s	0 09½
40 to 50, 25s	0 10⅜
Peels—	
Orange, lb.	0 18½
Lemon, lb.	0 18
Citron, lb.	0 21¾

DRIED VEGETABLES. — While the quality of beans being consumed is comparatively small, the scarcity of good beans is keeping the market very high.

It is reported that an advance of 40e per bushel has taken place in Michigan.

Beans—	
White beans, hand-picked, bushel	4 75
White beans, 5-lb. pickers, bushel	4 30
California Lima Beans—	
80-lb. sacks	0 07¼
Barley—	
Pot, per sack, 98 lbs.	3 20
Pearl, per sack, 98 lbs.	4 30
Peas—	
Split peas, sack., 98 lbs.	5 50
Whole peas, busbel	3 30

RICE AND TAPIOCA.—The market on rice if anything is a little easier, but not suffieient to affect local quotations. The retail trade were advised last week that the market on tapioca and sago was on the decline, but jobbers prices will will not be changed for several months, as most of them purehased when the market was high .

Rice and Tapioca—	
No. 1 Japan, per lb., 100-lb. bags	0 05¾
No. 2 Japan, per lb., 100-lb. bags	0 04¾
Siam, per lb., 100-lb. bags	0 04⅜
Patna, per lb., 100-lb. bag	0 07¼
Carolina, per lb., 100-lb. sacks	0 08⅜
Sago, pearl, sacks, per lb.	0 08 0 08¾
Tapioca, pearl	0 08¼ 0 09

COFFEE.—During the last ten days the Rio market has been a little easier, but not suffieient to effeet priees here, which considering the basis of cost, should be higher. The Rio market while not easy now, continues on about the same level as for the past ten days.

Coffee—	
Green, choice, No. 7 Rio	0 14¼
Green, choice, No. 5 Rio	0 15½
Green Santos	0 18½
Roasted, Rio, in bulk, bbls.	0 18 0 20
Roasted Santos	0 23 0 25
Maracaibo, green	0 19 0 20
Chicory, lb., Canadian, 14-lb. tins	0 10½

TEA.—The market eontinues very high. Some of the loeal houses have large stoeks whieh enable them to supply their customers at eomparatively low figures. When these stocks show signs of depletion, there is liable to be a further advanee on package teas. Some houses are just waiting for someone to take the lead.

CANNED GOODS.—Report was received here this week that tomatoes had advanced 10e per case in the East, and 10e per case on peas, corn and beans. Despite these continual advanees, most of the local jobbers are still selling canned goods at low figures; in some eases lower than they can be brought in. There is no doubt that the wholesalers will advanee quotations before long.

A local jobber who was asked what action he intended taking considering the rising cost of canned goods, stated that he had been making slight advances here and there of 5c, but very soon it would be necessary for him and all wholesalers to make gradual advanees on all their lines. He stated there was considerable buying by wholesalers going on, as some of their lines were getting low, particularly fruits. As they eontinue to replenish their stocks, their prices to the retailer must go up.

The canned goods market in the East has a firm tone due to weather conditions. All old crop fruits are practically cleaned up in first hands. For some time advances have been going into effect on canned meats. A week ago Clarks announced a slight advance in pork and beans. Advances are announced this week on corn beef, roast beef and sliee smoked amounting to a little more than 15 per eent. Jobbers quotations on roast beef and corn beef to-day are $3.35 per doz. for 1's, and $6.50 per doz. for 2's.

ALBERTA MARKETS (EDMONTON)

By Wire.

Edmonton, June 28. — Business is brisk, there being a large volume of merehandise moving north. Markets show few changes. Considerable advance is shown in toilet soaps; manufacturers of

laundry soaps seem unable to keep up demand. Canned meats and pork and beans advance slightly. Produce coming in freely. Eggs, $7 a case. No. 1 butter is worth 22c. Notwithstanding high prices asked, currants sold in this territory at 13½c a pound. Little or no business is being done in future dried fruits, jobbers preferring to take same stand as packers in endeavor to induce grower in naming reasonable prices.

General—		
Beans, small white Japan, lb.	....	0 08
Flour, No. 1 patent, 98's	3 40	3 55
Molasses, extra fancy, gal.	....	0 77
Rolled oats, bail	....	3 00
Rolled oats, 80s	....	2 60
Rice, Siam, cwt.	....	3 90
Potatoes, local, per bush.	....	0 50
Sago and tapioca, lb.	....	0 10
Sugar, pure cane, granulated, cwt.	....	9 35
Shelled walnuts, finest halves, lb.	....	0 38
Shelled walnuts, broken, lb.	....	0 28
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 19	0 20
Butter, creamery, lb.	....	0 32
Butter, No. 1, dairy, lb.	0 19	0 22
Lard, pure, 5s, per case	....	10 30
Bacon, smoked backs, per lb.	....	0 23½
Bacon, smoked bellies, per lb.	....	0 24
Lard, pure, 3s, per case	....	10 35
Eggs, new laid, per doz.	....	0 22
Eggs, case	....	7 00
Canned Goods—		
Tomatoes, 3s, standard, case	....	3 10
Tomatoes, gals., case	....	2 25
Corn, 2s, standard, case	....	2 35
Peas, 2s, standard, case	....	2 45
Apples, gals., Ontario, case	....	1 95
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Salmon, finest sockeye, talls, 48xls, cs.	....	9 65
Salmon, pink, talls, 48xls, per case.	....	4 25
Lobster, ½s, per doz.	....	3 00
Dried Fruits—		
Currants, lb.	....	0 13½
Evaporated apples, 50s, per lb.	....	0 10
Peaches, choice, 25s, per lb.	....	0 07¼
Apricots, choice, 25s, per lb.	....	0 15
Pears, choice, 25s, per lb.	....	0 14
Prunes, 90-100	....	0 07½
Sultana raisins, Cal., extra fancy	....	0 15
Valencia raisins, Cal., lb.	....	0 10
Fruits and Vegetables—		
Apples, No. 1, box	2 00	2 25
Apples, cooing, box	1 75	2 00
Bananas, lb.	....	0 06
Grapefruit, Florida, case	4 75	5 00
Oranges, navels, case	3 75	4 25
Onions, B.C., ton	....	25 00
Lemons, case	4 50	5 00
Strawberries, 20 baskets, Cal.	....	3 50
Strawberries, Louisiana	....	3 35
Rhubarb, 40 lbs.	....	1 60

ALBERTA MARKETS (CALGARY)

By Wire.

Calgary, June 28.—Not many changes to report since last week. Ontario cheese is being quoted as low as 19¾c. A tie-up in the mountains caused quite a shortage of fruit, and city is almost bare of sugar before line was cleared Saturday. Currants in bulk are offering at 15c; pound packages at 13c to 14½c would seem to be better value than bulk. Strawberries arriving in large quantities. B. C. brand, $2.50 to $2.75. Cantaloupes are $6 a case; new beets and carrots at 4c; turnips at 3c, and onions and cabbage at 5½c a pound.

General—		
Beans, small white Japan, lb.	....	0 08½
Flour, No. 1 patent, 98's	3 40	3 55
Molasses, extra fancy, gal.	....	0 75
Rolled oats, bail	....	3 00
Rolled oats, 80s	....	3 05
Rice, Siam, cwt.	4 50	4 75
Potatoes, local, per bush.	0 60	0 75
Sago and tapioca, lb.	....	0 10
Sugar, pure cane, granulated, cwt.	....	9 25
Shelled walnuts, finest halves, lb.	....	0 49
Shelled walnuts, broken, lb.	....	0 30
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 19¾	0 21
Butter, creamery, lb.	....	0 30
Butter, No. 1, dairy, lb.	....	0 25
Lard, pure, 5s, per case	....	10 30
Bacon, smoked backs, per lb.	....	0 23½
Bacon, smoked bellies, per lb.	....	0 26
Lard, pure, 3s, per case	....	10 50
Eggs, new laid	....	9 00
Canned Goods—		
Tomatoes, 3s, standard, case	....	3 70
Corn, 2s, standard, case	....	2 35
Peas, 2s, standard, case	....	2 45
Tomatoes, gals., case	....	2 35
Apples, gals., Ontario, case	....	1 75
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Salmon, finest sockeye, tails, 48xls, cs.	....	10 00
Salmon, pink, tails, 48xls, per case.	....	4 50
Lobster, ½s, per doz.	....	3 00
Dried Fruits—		
Currants, lb.	....	0 15
Evaporated apples, 50s, per lb.	0 10	0 10½
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 17½
Pears, choice, 25s, per lb.	....	0 14
Prunes, 90-100	0 08	0 08½
Sultana raisins, Cal., extra fancy	....	0 15
Manchurian shelled walnuts	....	0 30
Fresh Fruits and Vegetables—		
Oranges, Val., box	4 25	5 00
Lemons, box	....	5 50

SASKATCHEWAN MARKETS

By Wire.

Regina, June 28.—Creamery butter is now 29c; dairy No. 1, 23c. Cheese, 20¼c and 20½c. Eggs are up to 23½c. Canned tomatoes advancing; present price is $2.80. All peels are higher, and we quote apricots at 16c; citron peel, 24½c; lemon peel, 20¾c; orange peel, 20½c.

Produce and Provisions—		
Butter, creamery, per lb.	....	0 29
Butter, dairy, No. 1	....	0 23
Cheese, per lb.	0 20¼	0 20½
Eggs, new laid	....	0 23½
Lard, 3's, per case	....	10 50
Lard, 5's, per case	....	10 20
Lard, 10's, per case	....	10 15
Lard, 20's, per case	....	10 10
General—		
Beans, Ontario white, per bush.	....	4 65
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	0 50	0 60
Cocoanut, lb.	....	0 23
Cornmeal, bail	....	2 90
Flour, 98's	....	3 40
Rolled oats, 40s	....	1 50
Rolled oats, 80's	....	3 20
Rice, per cwt.	....	4 35
Onions, B.C., 100 lbs.	....	3 00
Sugar, standard gran., per cwt.	....	9 14
Sugar, yellow, per cwt.	....	8 29
Tapioca and sago, lb.	....	0 10½
Walnuts, shelled, 47-49c; almonds	0 45	0 47
Canned Goods—		
Apples, gals., case	....	1 80
Beans	....	2 25
Corn, standard,, per 2 dozen	....	2 23
Peas, standard, per 2 dozen	....	2 40
Plums, Lombard	....	2 10
Peaches	....	3 10
Raspberries, $4.33; Strawberries	....	4 73
Tomatoes, standard, per case	....	2 80
Salmon—		
Sockeye, 1's, 4 dozen case	....	9 55
Sockeye, ½'s	....	12 35
Cohoes, 1's	....	6 00
Humpbacks, 1's	....	4 60
Dried Fruits—		
Apricots, per lb.	....	0 16
Currants, lb.	....	0 16¼
Citron peel, lb.	....	0 24½
Lemon peel, lb.	....	0 20¾
Orange peel, lb.	....	0 20½

NEW BRUNSWICK MARKETS

By Wire

St. John, June 28.—Sugar is firmer but no change. Corned beef is $3.35 to $3.60. Eggs firmer at 25c and 26c. Cheese 18c to 18½c. White beans at $4.80 to $5.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	2 90	3 60
Pork, American clear, per bbl.	31 00	32 50
Butter, dairy, per lb.	0 25	0 26
Butter, creamery, per lb.	0 30	0 32
Eggs, new laid, per doz.	0 25	0 26
Lard, pure, lb.	....	0 18¼
Cheese	0 18	0 18½
Flour and Cereals—		
Cornmeal, gran.	....	6 35
Cornmeal, ordinary	....	1 85
Flour, Manitoba, per bbl.	....	7 35
Flour, Ontario	....	6 60
Flour, buckwheat, western, 98-lb. bag	....	2 50
Rolled oats, per bbl.	....	6 25
Fresh Fruits and Vegetables—		
Apples, box	3 00	3 25
Lemons, Messina, box	4 00	4 25
Lemons, Cal., box	5 00	6 00
Oranges, Cal., case	4 00	4 50
Potatoes, bbls.	....	2 75
Sugar—		
Standard granulated	8 25	8 30
United Empire	8 15	8 20
Bright yellow	8 05	8 10
No. 1 yellow	7 85	7 90
Paris lumps	9 25	9 30
Beans, white, per bush.	4 80	5 00
Molasses, Barbadoes, gal.	0 55	0 56
Cream of tartar, per lb., bulk	0 51	0 53
Currants	....	0 14½
Pork and beans, case	3 40	3 80
Rice, per cwt.	5 25	5 50



Pte. William James Patterson.—Pte. William James Patterson, reported wounded and missing, was a student of Macdonald College, Ste. Anne de Bellevue. He enlisted in one of the universities companies of reinforcements, and is nineteen years of age. He was educated at Westmount Academy, and his father is the senior member of the John A. Patterson Company, tea merchants, of 72 York street, Westmount, Montreal.

Pte. Hugh C. Cameron.—Pte. Hugh C. Cameron, reported wounded in the right leg, is in St. John's Hospital, France. He was formerly employed by the Imperial Tobacco Company, and is twenty years of age. His parents reside at 2100 Waverley street, Montreal, and he has a brother serving at the front.

Blake Lilly.—Blake Lilly, a former resident of St. Thomas, was killed in action recently. He was a son of the late James Lilly, who after the family moved to Oakland, Ind., conducted a grocery business on Ross street. The Oakland Review gives the following account of his death:

"Blake Lilly would have been twenty-three years old last Saturday, having been born June 17, 1893, at St. Thomas, Ont."

John Edwards.—Pte John Edwards, attached to Machine Gun Squad, No. 2 Company, 43rd Battalion, C.E.F. was wounded in the severe fighting on the Ypres front, May 22. Mr. Edwards' home is Indian Head, Sask., and before enlisting he was salesman for H. G. Smith Ltd., Regina, Sask.

Fire on June 21, seriously damaged the general store of Delong & May at Reston, Man.

Donald H. Bain of the Donald H. Bain & Co., commission brokers, successors to Nicholson & Bain, Winnipeg, is returning next week from a trip to the coast. Mr. Bain attended the convention of the Canadian Credit Men's Association, and while at the coast visited several points both in Canadian and American territory. While he was out West he visited all the firm's branches.



FRUIT AND VEGETABLES



New Strawberries and Cherries Among Offerings

Lots of New Lines Coming—Mint Makes Its Appearance—New Potatoes Down and Bringing Down Price of Old, Too—Oranges Off Color—Asparagus Getting to England

MONTREAL

FRUIT.—Market is in a slightly unsettled condition owing to delay in establishment of good consuming demand as result of backward weather, so that sale of some lines, has been held up to counteract the tendency toward declines in lines thus effected, California fruits having been the chief sufferer in this respect as prices are still proving a little too high for general use. Oranges are easier and lemons firming up with warmer weather, prices for good strong stock of the latter in particular being well maintained. Grapefruit are very scarce at $7 per box, and supply of pineapples on market is limited to one car just received so that supplies are very scarce although prices remain the same as large supplies are expected for next week. Strawberries are firmer, recent sales having been made at as high as 16c to trade as American berries have been finished and Canadian are not yet fully established on market although ample supplies are promised for next week. Bananas are firmer at $2.50 in big bunches; cantaloupes are down to $6.50 per crate, and expect to go lower by end of week when large supplies are expected and limes have declined 25c, and are now $1.25 per box.

Apricots, 4 basket crate	....	3 00
Bananas, bunches	....	2 50
Cantaloupes, per crate	....	6 50
Cherries	2 50	3 00
Grapefruit, 46-54-64-80-96	....	7 00
Lemons—		
California	....	3 25
Verdellis	....	5 00
Messina, 300 size, box	4 50	5 00
Oranges—		
Valencias, late	....	4 75
Jamaica, 196-200-216	....	2 50
Porto Rico, 126-150-250-288	....	2 50
Plums, 4 basket crate	....	3 50
Peaches	....	3 25
Pineapples, 18-24 and 30-36	2 50	3 25
Strawberries, Maryland, box	0 13	0 14
Strawberries, Delaware, box	0 13	0 14
Limes, per box	....	1 25

VEGETABLES. — A general and steady improvement continues to occur as a result of the improved weather and the plentiful supplies that are coming forward in most lines. Erratic weather of past few weeks, however, has left some ill-effects as in case of cabbages which advanced from $1.50 to $2.75 per bbl and in case of best quality Norfolk to $4 per bbl. although lower prices are expected for next week. Old beets and carrots are up, the former to $2, and the latter to $1 per bag on account of great scarcity, particularly in case of former. New beets have declined $1 per doz. bunches, and both wax and green beans have declined 75c, and are now $2.50 per basket. Boston head lettuce, new carrots in baskets, imported cauliflower in crates, oyster plant and Montreal onions have all disappeared from market and the latter have been replaced by Egyptian onions. New parsley is on market at 75c per doz. Potato market is firm with a good demand for old stock and sales of new beginning to increase with further decline in price which is now $5.50 per bbl. Tomatoes are firm and 10c lower at $1.40 per crate.

Beets, bag	....	2 00
Beets, new, per doz. bchs, Montreal	....	1 00
Beans, wax, N.Y., per basket	....	2 50
Beans, green, N.Y., per basket	....	2 50
Cabbage, Norfolk, bbl.	3 75	4 00
Carrots, bag	....	1 00
Carrots, new, per doz. bchs	0 30	0 50
Cauliflower, Montreal	....	1 50
Celery, green top	2 75	3 00
Celery, Wash, per doz.	....	1 40
Cucumbers, hamper	....	2 25
Egg plant, N.Y., doz.	....	1 75
Endive Can., per lb.	....	0 25
Garlic	....	0 30
Horse radish, per lb.	....	0 15
Leeks, bunch	....	0 15
Head lettuce, Boston, box	....	2 50
Head lettuce, Montreal, per 2 doz. box	....	0 75
Curly lettuce, doz	....	0 25
Mint, doz.	....	0 25
Mushrooms, 4-lb. basket	2 00	2 50
Onions—		
Egyptian, 100 lbs., bag	....	4 50
Silver, per 50 lb. crate	....	2 75
Red, per 100 lb. sack	....	5 00
Texas Bermuda, per crate	....	2 25
Parsnip, bag	....	1 00
Parsley, Bermuda	....	0 75
Parsley, new, doz.	....	0 75
Parsley, Montreal, per doz.	....	0 40
Peas, per 25-lb. hamper	....	3 00
Potatoes—		
So. Carolina	....	5 50
New, per bbl.	....	5 50
Montreal, Red, 80 lbs., bag	1 75	2 00
New Brunswick, 80 lbs., bag	....	1 90
Green Mt.	....	2 00
Sweet, hamper	1 75	2 00
Radishes, per doz.	....	0 10
Rhubarb, per doz.	0 25	0 30
Spinach, Montreal, box	....	0 50
Shalots, Mtl., per doz. bchs.	....	0 60
Turnips, bag	....	1 00
Turnips, bag, Quebec	....	1 75
Tomatoes, hothouse, lb.	0 25	0 30
Tomatoes, Missouri, flat	....	1 40
Watercress, Boston, hothouse, doz.	....	0 75
Watercress, Canadian, doz.	....	0 30

TORONTO

FRUIT.—Canadian strawberries are now coming in in abundance, though prices are a little high, in some cases above those quoted hereunder. Quality is now much better than last week. We quote 14 to 18¼. The first new California lemons came on the market this week, and sold readily at around $4.75 a case. There are many price changes this week. Apricots are slightly dearer at $2.25 for the best. Demand is good, and supplies are light. Navel oranges are off. A few Valencias are selling, but demand is slender. Gooseberries are selling well at 40 and 60c for the basket of 6 quarts. Canadian cherries, of very fine quality, are up to $1 and $1.50, for the best. Verdilli lemons get a good deal of business. General trade is good and market is replete with new stuff every day.

Apples, Wine Saps	2 50	3 60
Apricots, 4 bus.	1 75	2 25
Bananas, bunch	1 75	2 50
Cantaloupes, stds.	....	5 00
Cherries, Cal., box	2 75	3 50
Cherries, Can., 6-qt. bask.	1 00	1 50
Dates, lb. box	....	0 08
Gooseberries, 6-qt. bask.	0 40	0 60
Grapefruit—		
Cuban, case	3 50	4 00
Florida, case	....	5 50
Oranges—		
Late Valencias, case	....	4 75
Peaches, case	1 50	1 75
Plums, 4 baskets	1 75	2 75
Lemons, new, Messina, box	....	4 50
Lemons, Verdilli, case	4 50	4 75
Limes, per 100	....	1 50
Pineapples, Cuban	2 75	3 50
Strawberries, Can.	0 14	0 18
Watermelons	0 75	0 90

VEGETABLES.—First consignment of Canadian celery appeared on market this week. It sold at around $1.25 a basket. Quality is very good. Asparagus is not selling as readily as it was; reason is that quality is not now so good, as season is just about over. Odd baskets of the very best brought $2.00, but demand is somewhat sparse. Hothouse markets have declined partly because they are being shipped too freely, and also because gardeners in the city are bringing in their stocks too. Quality is uniformly mediocre, unless good prices are paid. Mint has made its appearance, readers will note, in quotation list. Almost every line shows a declension, slight or large, this week. Old potatoes are declining as the new ones provide competition.

Asparagus, 11 qts.	1 50	2 00
Cabbage, new, case	2 50	3 00
Cabbage, Canada, bus.	1 25	1 50
Beets, Canadian, bag.	0 90	1 00
Beans, green	2 25	2 50
Carrots, new	0 50	0 60
Cauliflower, case	4 50	4 75
Celery, Canadian, case	....	1 25
Cucumbers—		
Hothouse, doz.	2 50	3 00
Leamington	1 50	1 75
Onions—		
Texas, Bermuda, crtae	2 00	2 75
Green, doz., bunches	0 20	0 30
Lettuce leaf, doz.	0 15	0 25
Lettuce head, doz.	1 50	1 75
Mushrooms, imported, 6 qt.	2 00	2 25
Mint, 6 qt. bask.	0 40	0 50
Parsley, 11 qt. basket	0 15	0 30
Peas, green, Canadian, bask.	1 00	1 25
Peppers, green, basket	0 60	0 65
Potatoes—		
N.B. Deleware, bag	2 00	2 10

(Continued on page 46.)



FISH AND OYSTERS



Brook Trout Still Scarce

Warm Weather Bringing Frogs' Legs in Abundance—Low Prices for Mackerel — Prawns and Shrimps for Salads Sell Well—Advancing Prices of Meat Make Big Call for Fish

MONTREAL

FISH.—Trade in general is active with prices ruling higher as a result of appearance of strengthening influences becoming more apparent on market in connection with labor shortages at primary points and greater consuming interest in fish as result of advancing prices in other lines. Larger quantities of Gaspe salmon are arriving and selling at comparatively low prices but firm feeling rules in this line in view of heavy exportations planned to States in connection with 4th of July celebration. Large supplies of halibut are expected soon so that an easier feeling rules for future. Haddock, cod fish and mackerel are coming forward freely, particularly the latter with prices ruling low, but brook trout continue to be scarce. Frogs legs are more in evidence with the arrival of permanent warm weather and supplies are increasing. Lobster fishing is ceasing in some districts so that firmness rules. Bulk and shell oysters, clams and scallops are in fair demand at steady prices that are well maintained and shad supplies are now beginning to lessen. More interest is being shown in pickled and salt lines and a firmer feeling has resulted in consequence.

TORONTO

FISH.—There is abundance of frogs' legs on the market this week, but no change much in prices, those ruling in our last week's quotation being reasonably low. Warm weather should be productive of fair supplies of this line right along. There is more demand for it this year than last, a greater number of hotels and restaurants deciding, apparently, to treat their customers thereto. Prawns and shrimps abound, and are much called for. This again is a weather result more than anything else as these lines are excellent for salad. Mackerel sells well, demand keeping pace with supplies. Whitefish is plentiful and there is no new feature in that connection. Trout is coming forward in better shape now, and demand is a little behind-hand at the moment. This is partially because there has been so little right along thus far, and customers haven't seen it featured much.

There is little new in fresh sea fish. Haddock, cod and halibut are all coming in large supplies, halibut being particularly abundant. Gaspe salmon is a little scarce this week, and prices are firmer.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.08	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.09	.10½
Haddies, fillets, per lb.	.12	.10
Herring, Ciscoes, haskets	1.25	1.50
St. John bloaters, 100 in box	1.20	1.25
St. John bloaters, per box of 60	1.00	1.00
Smoked herrings, medium, box	.15	.15
Smoked herrings, medium, box	.16	.15
Smoked boneless herrings, 10-lb. box	1.30	1.40
Kippered herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.16	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

Salmon—	Montreal	Toronto
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Coboes, dressed, lb.	.11	.11
Red Cohoes, dressed, lb.	.12	.11
Pale qualla, dressed, per lb.	.10	.11
Halibut, white western, large and medium, per lb.	.13	.13
Halihut, eastern, chicken, per lb.	.12	.12
Mackerel, hloater, per lb.	.09-.10	.10
Haddock, medium and large, lb.	.05	.10
Market codfish, per lb.	.04	.08
Steak codfish, per lb.	.06	.10
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-.1b	
Smelts	.12	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.50	3.25
Round pike	.07	...
Grass pike, dressed	.07	....

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 60
Dried hake, medium and large, 100 lbs.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lh. case.	7 00	7 00
Boneless codfish, 2-lh. blocks, 20-lh. hxs., per lh.	0 08	0 10
Boneless codfish, 2-lh. hlocks, 20 lh. hxs., per lh.	0 07	0 07
Boneless codfish, strips, 20 lh. boxes	0 10	0 12
Boneless codfish, in 2-lh. and 3-lh. hoxes, a box	0 15 1 80	0 15 1 80
Boneless codfish, in 2-lh. and 3-lh. hoxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal.	1 50	2 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	2 00	....
Best scollops, imp. gallon	2 25	3 50
Best prawns, imp. gallon	2 25	2 50
Best shrimps, imp. gallon	2 00	2 50
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best, select, quart cans, each	0 50	0 75
Rockaways, 100	....	1 50
Blue points, small	....	1 00
Blue points, large	....	1 50

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per hbl.	12 00	....
Canadian cultivated oysters, bbl.	9 00	10 00
Clams, per hbl.	6 00	8 00
Malpeques, ordinary, hbl.	9 00	9 00
Live lobsters, medium and large, per lb.	0 20	0 40
Little necks, per 100	1 25	1 50
Large clams, per 100	....	2 00

FRESH SEA FISH

	Montreal	Toronto
Halihut	14 —15	14
Haddock, fancy, express, lb.	5 — 6	7
Mackerel, medium, each	20	40
Steak, cod, fancy, express, lh.	6	8
Herrings, each	2	2
Flounders	6	9
Flounders, New York	9	12
Salmon, Western	16 —17	20 —25
Salmon, Gaspe	12	14

FRESH LAKE FISH

Carp, lh.	0 06	....
Pike, lb.	0 08	0 07
Perch	0 04	0 07
Suckers, lb.	0 05	0 10
Whitefish, lb.	0 12	0 14
Lake Erie whitefish	....	0 27
Herrings, each	0 02	0 02
Gaspereaux, each	0 02½	0 03
Lake trout	0 13	0 14
Eels, lh.	0 08	0 08
Dore	0 13	0 13

FROZE LAKE AND RIVER

Whitefish, large, per lb.	.09-.09¼	.09-.10
Whitefisb, small tulibees	.07-.07½	.06
Lake trout, large and medium, lh.	.10	.10
Dore, dress or round, lb.	.08½-.09	.09-.13
Pike, dressed and headless, lh.	.07-.07½	.07
Pike, round, per lh.	.06½-.07	.06-.07

WINNIPEG

FISH AND POULTRY.—Fresh salmon is arriving more plentifully. A week ago, on account of scarcity, wholesalers were compelled to raise the price to 18c; it has gone back to 16c. Fresh lake trout is bringing 12c, and is not likely to be cheaper just now, as there are not many caught in the month of July. There is a decline in live fowl to 15c lb., the supply being more plentiful. While there were no broilers offering last week-end, a supply is expected this week, opening at 25c per lb.

Fish—		
Fresh salmon	....	0 16
Fresh halihut	....	0 11
Steak, cod, per lh.	....	0 08
Lake Winnipeg wbitefisb	....	0 09½
Fresh finnan baddie	....	0 12
Kippers, per box	....	2 00
Fresh lake trout, per lb.	....	0 12
Bloaters, per box	....	2 00
Salt mackered, 20-lh. kit	....	3 00
Smoked gold-eyes, doz.	....	0 50
Poultry, Live—		
Fowl	....	0 15
Broilers	....	0 25

NAMES MUST BE GIVEN

A letter came in to the editor's desk this week evidently, judging from its post mark, from a Halifax correspondent. It deals with an aspect of the co-operative movement in Canada. The editor regrets it is impossible to insert this letter, as neither the name or the address of the writer are given. In letters to the editor, it is policy of Canadian Grocer to insist upon the name of the writer, not necessarily for publication, but as a guarantee of good faith.



FLOUR AND CEREALS



Flour Market Somewhat Weak

Even Heavy Wheat Purchase of Allies Does Not Help to Firm It Much—Export Business Slow —Would-be Purchasers Can't See Our Levels—Ontario Oats Slightly Higher —Cereals Generally Easier

MONTREAL

FLOUR.—There has been no change in prices and market is very weak although a partial recovery was made at end of last week as result of 10,000 bushel wheat purchase by Allies. Buyers incline to hold off but their needs are such and stocks so low that they are to a great extent forced into the market and a more active business than might otherwise be expected is being done in consequence. Further freight reductions on exports to Britain have aided in better feeling for export trade and an increase in same is the chief factor operating against the weak tendency of the wheat market which on the whole continues to give evidence of an unsettled condition in consequence.

Winter wheat lines are unchanged in price and other factors with prices nominal on a very dull market of large stocks and few inquiries.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	6 60
Second patents	6 10
Strong bakers	5 90

Winter Wheat Flour—	Car lots	Small lots
Fancy patents	5 85	6 10
90 per cent. in wood	5 60	5 80
90 per cent. in bags	2 70	2 75

CEREALS.—Prices remain unchanged on a quiet market in which chief feature of a strengthening nature is the continued good export trade. Volume of local business passing continues to he small with standard grades selling at from $2.50 to $2.60 and other grades at lower prices with prices fairly well maintained in package goods, but some disparity evident in case of bulk prices. Receipts last week were much lower and exports very much higher than for a year ago.

Cornmeal—	Per 98-lb. sack
Gold dust	2 50
Rolled Oats—	90's in jute.
Small lots	2 75
25 bags or more	2 60
Packages, case	3 90 4 00
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90's, in jute.	

Rolled Wheat—	100-lb.	bbls.
Hominy, per 98-lb. sack		4 00
Hominy, per 98-lb sack		2 75
Corn flour, bag		2 35
Rye flour, bag	2 65	2 80
Barley, pot		3 00
Barley, pearl, lb.		0 04½

MILL FEEDS.—Prices remain unchanged although feeling continues to grow easier and all indications point to a further decline in prices although demand is fairly good for time of year but is not equal to output of mills, so that surplus continues to go to States where demand is always good in this line, particularly for Canadian feeds on account of their wide reputation as strong feeds. Shorts are selling best of any line locally. Bran and standard middlings are $1 per ton lower than at any time in past three years and in view of weakness of market approach of the poor pasture season when prices usually advance is awaited with considerable interest.

Mill Feeds—	Per ton
Bran	21 00
Shorts	24 00
Middlings	26 00
Wheat moulce	30 00
Feed flour, bag	31 00
Mixed chop, ton	32 00
Crushed oats, ton	34 00
Oats, chop, ton	34 00
Barley, chop, ton	32 00
Feed oats, Manitoba, bush.	0 57
Feed wheat, bag	1 90

TORONTO

FLOUR.—The market is distinctly weak, largely from the aspects of export business. Cable bids are few and far between. Even enquiries don't come as often as they might. This is despite the drop in ocean freights to 40 and 45c a cwt. for flour, and 20 cents for wheat. Such bids as do come in are considerably under the mark, and are in no wise attractive. Domestic demand is small at the moment, purchasers showing a tendency to hold off and wait and see. The market is somewhat unsettled. It is hoped in most quarters that the declines in freights above referred to will stimulate export business, and on that account the market is disturbed.

No. 1 Northern, track bay ports is up half a cent on the week to $1.18. Wheat market is quiet and shows only fair activity.

Manitoba Wheat Flour—	Small lots. per bbl. of 2 bags	Car lots.
First patents	6 70	6 50
Second patents	6 20	6 00
Strong bakers	6 00	5 80
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	4 15	4 05

CEREALS.—A little enquiry comes for Ontario harley, but not enough to write home about. Other cereals are very slow, even rolled oats doing a very limited trade. American corn is up a full cent on the board, but it doesn't influence corn meal appreciably. General market condition is weak.

Barley, pearl, 98 lbs.	4 20	4 40
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.	....	2 60
Graham flour, 98 lbs.	....	2 75
Hominy, granulated, 98 lbs.	....	3 00
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, standard, 98 lbs.	....	2 76
Oatmeal, granulated, 98 lbs.	....	2 76
Peas, Canadian, boiling, busb.	....	3 00
Peas, split, 98 lbs.	....	4 85
Rolled oats, 90-lb. bags	....	2 65
Rolled wbeat, 100-lb. bags	....	3 25
Rye flour, 98 lbs.	....	2 80
Whole wbeat flour, 98 lbs.	....	3 00
Wheatlets, 98 lbs.	....	3 30

FEEDS.—Ontario oats are up a cent, to 49 and 50c. They are in fair to good demand. Western feed oats are also demanded, and stocks are limited. Major feeds show no noticeable change, except that some bran is going at a dollar less.

Mill Feeds—		Mixed cars per ton
Bran	....	20 00
Shorts	24 00	25 00
Special, middlings	25 00	26 00
Feed flour, per bag	1 55	1 60
Oats—		
No. 3, Ontario, outside points	0 49	0 50

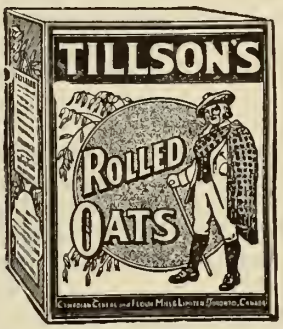
WINNIPEG

FLOUR AND CEREALS.—First patents remain at $6.60 per barrel. Domestic business continues quiet, but there are prospects of some revival in the flour trade during July, as stocks in the country are becoming depleted. Export business is quiet on account of heavy stocks being carried by export buyers. The C.P.R. embargo has been raised, but the Northern Navigation Company after raising theirs for three days, put it back again for some reason or other. There is practically no business doing in cereals. The feed market is very quiet, and will likely remain so until the early part of August, when supplies of pasturing have become somewhat exhausted.

Flour—		
Best patents	....	6 60
Bakers	....	6 10
Clears	....	5 40
XXXX.	....	4 40
Cereals—		
Rolled oats, 80 lbs.	2 25	2 30
Rolled oats, pkgs., family size	....	3 75
Wheat flakes, case	....	3 75
Oatmeal, standard and gran., 98 lbs..	....	2 75
Cornmeal, 98 lbs.	....	2 45
Feeds—		
Bran, ton	....	18 00
Sborts, ton	19 00	20 00
Middlings, ton	19 00	20 00
Mixed chop, ton	....	28 00







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CANADIAN CEREAL & FLOUR MILLS, LTD.

TORONTO **CANADA**

If any advertisement interests you, tear it out now and place with letters to be answered.

Solving the Rennet and Cheese Problem

Authorities Advise Use of Pepsin—Government Has Stock of This—How to Blend Pepsin and Rennet—Undoubted Shortage of Rennet Necessitates Substitute—Full Instructions as to its Adoption.

SOME little time ago Canadian Grocer offered its readers some information on the question of the shortage of rennet for cheese manufacture. This was eagerly read by that portion of readers concerned in the manufacturing and wholesaling of cheese and by many country storekeepers, who know more of this side of the produce market, perhaps, than the average city man. A Montreal reader was particularly interested in the information given, and at his request Canadian Grocer has secured further details from agricultural and dairy authorities on this very important subject.

There is a serious shortage of rennet. This applies to the United States as well as to Canada, and thus, if some measure were not found possible to avert it, both countries might be faced with the prospect of an unfortunate shortage in cheese manufacture this year. With present prices where they are, put there, of course, by a much extended demand owing to war's effect, a shortage of cheese is unthinkable.

Readers know the reasons for the present high values in cheese. Chiefest is the demand for the trenches. Cheese is a great staple with the soldiers. This source of demand alone has been influential enough to create very high levels for the last eighteen months. English boards are quoted at what, in pre-war times, would be regarded as absurdly high figures, and our own boards, although a little down just now from what they were, are also 'way above the levels registered in the piping times of peace.

Pepsin the Substitute

An excellent authority reports that a few factories have been quite unable to get adequate supplies of rennet. With all, the stock has been very limited. It is good, therefore, that a substitute has been found for the trade. This is pepsin. The Dairy Department of the Ontario Agricultural College at Guelph is so advising cheese factors, and is prepared to give information and advice as to application of pepsin. There appears to be a fairly good supply of pepsin in the hands of manufacturers and druggists. At the present relative prices of rennet and pepsin the latter is much cheaper. While the results are not quite as good as when rennet is used, they are eminently satisfactory.

The present cost of rennet is around $4.25 a gallon. A pound of pepsin, which is equal to rather more than a gallon of rennet, is at present worth $4. The Dominion Dairy Commissioner at Ottawa (Dairy Department, Department of Agriculture) has recently bought a ton of pepsin, and is prepared to sell the same to cheese makers at cost. Or it may be bought from manufacturing druggists, the names of which may be had from this office.

TO USE PEPSIN

A strength of pepsin 1:3000 *requires* ¼ *oz. to coagulate* 1000 *lbs. of milk.*

Use 1½ *ozs. of rennet* + ⅛ *oz. pepsin per* 1000 *lbs. of milk.*

Dissolve pepsin in cold water, mix with rennet, dilute mixture with water, add to milk in same way as rennet.

Experiments and Instruction

Along the line of conservation of rennet, the authorities are advising farmers, butchers and all persons who kill calves to save the stomach, so that it may be utilized in the manufacture of home-made rennet with a view to supplementing the commercial product. The Dairy Department of the Ontario Agricultural College has purchased fifty calves' stomachs, and has been able to get a satisfactory quality of rennet. Experiments in this way have also been carried on by Ottawa, who, it is reported, have made similar purchases to that end.

A campaign is being carried on for the instruction of cheese makers in the art of making cheese with pepsin instead of rennet. Thus, the dairy instructors for various sections are being called together for the purpose of receiving lessons on how to make cheese without rennet. One such meeting was called by the chief dairy instructor for Eastern Ontario for last week, and about twenty instructors met and were taught how to substitute pepsin.

Authorities recommend that where possible, cheese makers should use half the quantity of rennet and half the recommended weight of pepsin. A strength of pepsin 1:3000 requires but a quarter of an ounce to coagulate 1,000 pounds of milk. Ordinarily three ounces of rennet is used per 1,000 pounds of milk. It is, therefore, advised that cheese makers use about 1½ ounces of rennet and an eighth of an ounce of pepsin per 1,000 pounds of milk. The pepsin is first dissolved in cold water, then mixed with the rennet, and after diluting with water, is added to milk in the same way as rennet.

The outlook for the cheese industry this year is very good, according to Governmental report. The make is about ten per cent. greater this year than was the case in 1915, and the prices are better. The indications are that higher prices will be gotten this year.

PEPSIN EXPERIMENTS

The use of pepsin as a substitute for rennet in cheese-making is being experimented with at Cornwall and in the Finch dairy section, in the hope of repeating the success of the Wisconsin cheese-makers in this respect not only in view of the absolute exhaustion of rennet supplies but of the fact that pepsin can he marketed at only one-third the cost.

LONDON GROCERS PREPARE FOR PICNIC

The Executive of the London Retail Grocers Association, had a meeting on Monday evening June 25 to make further arrangements for their big picnic at Port Stanley Beach on July 19th. They decided to have one of the Regimental Bands also the Italian Harpers for dancing, E. J. Ryan, was made chairman of Music Committee. Thos. Shaw Chairman of Printing, G. B. Drake of refreshments, Thos McCormick, Chairman of Reception Committee, C. Whitmore of Baby Show, and Harry Ranahan of Railway and Sports Committee. The latter has arranged for the first, train to leave at 9.20 a.m. and every hour after during the day. The Association has invited the St. Thomas grocers to join them and expect a tug of war, between London and St. Thomas grocers.

David Brown and H. Gosling, manufacturers agents in Western Canada, have amalgamated, and are now doing business under the name of Brown & Gosling, 306 Ryan Commercial Bldg., Winnipeg. They have been appointed representatives in the West for L. H. Packard Co., manufacturers of shoe dressings, polishes, etc., Montreal.



PRODUCE AND PROVISIONS



Cheese Lower: Provisions Firmer

New Laids Advance on a Storage Demand—Peculiar Situation in Butter — Storing at High Prices—Make of Cheese is Large— Weaker Market in Poultry

MONTREAL

PROVISIONS.—There is a firmer feeling in hogs, with 1 cent advance over previous week for fresh meats and a corresponding strengthening of feeling in all pork product lines. Smoked and cured lines lead in demand. The added firmness is chiefly the result of scarcity in live hogs. There is no change in market for lard in which a good demand and a fairly active trade prevail.

Hams—		
Small, per lb.	0 22	0 24
Medium, per lb.	0 21	0 23½
Large, per lb.	....	0 22
Backs—		
Plain, bone in	....	0 24
Boneless	....	0 29
Peameal	....	0 29
Bacon—		
Breakfast, per lb.	....	0 26
Roll	....	0 18
Shoulders, bone in	....	0 16
Shoulders, boneless	....	0 17
Cooked Meats—		
Hams, boiled, per lb.	....	0 34
Hams, roast, per lb.	....	0 35
Shoulders, boiled	0 26	0 27
Shoulders, roasted	....	0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—	Per bbl.	
Heavy short cut mess	....	30 00
Heavy short cut clear	....	32 00
Clear fat backs	....	33 00
Clear pork	....	33 00
Lard, Pnre—		
Tierces, 350 lbs., net	....	0 17
Tubs, 50 lbs. net	....	0 17¼
Tins, 50 lbs. net	....	0 17¼
Pails, wood, 20 lbs. net	....	0 17½
Pails, tin, 20 lbs., gross	....	0 17
Cases, 10 lbs. tins, 60 in case	....	0 17¾
Cases, 3 and 5-lb. tins, 60 in case	....	0 18¾
Bricks, 1 lb. each	....	0 19¼
Lard, Componnd—		
Tierces, 375 lbs. net	....	0 14¾
Tubs, 50 lbs. net	....	0 15
Tins, 50 lbs. net	....	0 15
Pails, wood, 20 lbs., net	....	0 15¼
Pails, tin, 20 lbs. net	....	0 15½
Cases, 10-lb. tins, 60 in case	....	0 16¼
Cases, 3 and 5-lb. tins, 60 in case	....	0 16
Bricks, 1 lb. each	....	0 17
Hogs—		
Dressed, abattoir killed, cwt.	....	16 25

BUTTER.—Butter prices remain unchanged, but the feeling is decidedly firmer with sales of creamery passing at an advance of ½c in some cases. Supplies are coming forward freely as production throughout the province is at the flush. The market in the country is higher as a result of an increased export demand following Russian embargo on shipments from Siberia to Britain. Space has been booked in later steamers so that export shipments will continue for three weeks to come at least. Local demand is good although dealers avoid buying for storage on account of price. The make of dairy butter is fairly large and quality good with prices in country from 22c to 24c.

Butter—		
Finest creamery, fresh made	....	0 31
Dairy prints	....	0 26
Dairy, solids	....	0 25
Separator prints	....	0 26
Bakers	....	0 23

CHEESE.—Prices remain unchanged but the tone of the market is weaker, with prices ranging from 15½c to 16¼c at country boards. The market has been fairly active but a lessening of cable enquiries, more liberal offerings and easier cable have combined to bring about this result. Market is in an uncertain condition and quick turnovers are a feature as the feeling for future, uncertain though it is, inclines to easiness, owing to possibility of British demand falling off and causing stocks to accumulate here.

Cheese—		
1915 make	....	0 20
Stilton	....	0 22
1916 make	....	0 18

EGGS.—Eggs have advanced from one to two cents, and new ones are now 28c and extra 32c as indicated last week. Country buying prices are steady with firmness well maintained at 25c. Supplies are very limited and local consumption is good with an active export demand that is largely being filled with American eggs. Considerable inquiry has developed for storage stocks for fall shipment but no large amount of business has passed yet.

Eggs, case lots—		
No. 1's	....	0 28
Extras	....	0 32

POULTRY.—Prices remain practically the same as last week with no development of importance other than small quantities of young stuff coming forward at good prices. Young ducks of small size and generally inferior quality are reappearang in limited quantities and bringing very good prices ranging from 10c to 30c. Market is pretty well cleaned up and roasting storage chickens are out of supply except for a few odd boxes; receipts of fresh stuff are very light.

Poultry—		
Frozen Stock—		
Turkeys	0 29	0 31
Ducks	....	0 20
Geese	0 17	0 18
Roasting chicken, milkfed, 5 lbs. or over	....	0 30
Roasting chickens, ordinary	....	0 22
Squabs, Canadian, pair	....	0 50
Squabs, Philadelphia, pair	....	0 70
Pigeons, pair	0 25	0 30
Fresh Stock, Dressed—		
Fowls, large, per lb.	....	0 25
Fowls, small, per lb.	....	0 23
Turkeys, Tom, per lb.	0 27	0 28
Turkeys, Hen, per lb.	0 28	0 30
Broilers, per pair	1 25	1 40
Live Stock—		
Fowl, 5lbs. and vore	0 22	0 23
Fowl, small	0 20	0 21
Turkeys	0 22	0 23
Ducks, young	0 28	0 30
Ducks, old, per lb.	....	0 20
Geese	0 13	0 15
Chicken	0 15	0 18

HONEY.—Market is unchanged and quiet with no new development to note other than a tendency on part of buyers to await arrival of the delayed new crop on market before making purchases.

Honey—		
Buckwheat, tins	....	0 09½
Strained clover, 60-lb. tins	....	0 12
Strained clover, in 10-lb. tins	....	0 12½
Strained clover, in 5-lb tins	....	0 12½
Comb honey, white clover, per section	....	0 16
Comb honey, buckwheat, per section	....	0 13

MAPLE SUGAR.—Prices remain unchanged with firmness well maintained so far, although, with the passage of time, the hardship of the retention of the 3c American duty becomes increasingly evident and good sized stocks are reported from country points in hands of dealers and store keepers who offer car lots freely.

Maple Sugar—		
In blocks, bright, per lb.	0 14	0 15
In blocks, dark, per lb.	0 10	0 12
In tubs, per lb.	0 09	0 10
Maple Syrup—		
In 8½ lb. tins, each	0 90	1 00
In 13¼ lb. tins, each	1 40	1 50

TORONTO

PROVISIONS.—The hog market is firm again, and a continuance of a strong tone is expected. Prices are not much higher though $11.60 is quoted for live hogs which is a little up from last week's. All hams are up half a cent. Pure lard, much in demand, is up a quarter-cent. A firm demand exists for all lines, and cooked meats particularly.

Hams—		
Light, per lb.	0 23½	0 24½
Medium, per lb.	0 22½	0 23½
Large, per lb	0 21½	0 22½
Backs—		
Bacon—		
Plain	0 27	0 28
Boneless, per lb.	0 28	0 29
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 25	0 29
Roll, per lb.	0 20	0 21
Shoulders, per lb.	0 20	0 21
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 16	0 17
Cooked Meats—		
Hams, boiled, per lb.	0 33	0 34
Hams, roast, per lb.	0 33	0 34
Shoulders, boiled, per lb.	0 28	0 29
Shoulders, roast, per lb.	0 28	0 29
Barrelled Pork—		
Heavy mess pork, per bbl.	30 00	31 00
Short cut, per bbl.	32 00	33 00
Lard, Pure—		

Tierces, 400 lbs., per lb.	0 17	0 17¼
Tubs, 60 lbs.	0 17¼	0 17½
Pails	0 17¾	0 18
Bricks, 1 lb., per lb.	0 18¾	0 19
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 14¼	0 14½
Tubs, 50 lbs.,	0 14½	0 14¾
Pails, 20 lbs., per lb	0 14¾	0 15
Bricks, 1 lb., per lb.	0 15¾	0 16
Hogs—		
Live	11 00	11 50
Dressed, abattoir killed	14 00	14 50

BUTTER.—There is no change in prices to the retail trade to report, but a much firmer feeling now prevails. It is still a feeling not understood by the trade. One butter man says "The men storing at to-day's prices have their nerve with them, for no one knows why butter should be as firm as it is. Pastures are excellent, and the receipts are large. Yet storage goes on even under these conditions at high prices, higher prices than there is reason for. Export to England is the only reason in sight for the maintenance of these tall figures." Domestic demand is excellent, but does not take care—without a demand for storage—of available stocks. Buying price in the country is up half a cent on both creamery and dairy.

Creamery prints, lb.	0 29	0 31
Creamery, solids	0 28	0 29
Dairy prints, choice, lb.	0 26	0 29
Dairy prints, lb.	0 25	0 26
Bakers	0 23	0 25

CHEESE.—The market is decidedly easier this week, and prices are down half a cent in the country. This is the second week this has been the case. The make of cheese is large and receipts are heavy. There has also been a lull in cable bidding, and the two synchronizing have led to this weaker market. The street does not offer any suggestions as to future trend of market.

Cheese—		
New, large, per lb.	0 18½	0 19
New, twins, per lb.	0 18¾	0 19¼
Sept., large, per lb.	....	0 22
Sept., twins, per lb.	....	0 22¼
Sept., triplets, per lb.	....	0 22½

EGGS.—Prices are up a cent to two cents this week, making ex-carton new-laids 30 to 32c. This is high. Market in the country is up half a cent, and a generally advancing market is noted. Storing continues at these levels. It will do till we have a prolonged stretch of warmer weather. Perhaps it is coming this week. Consumption of eggs is much less in warm weather.

Eggs—		
New laids, cartons	0 30	0 32
New laids, ex-cartons	0 28	0 29

POULTRY.—Dealers are now paying 30 to 35c in the country for broilers, delivered Toronto. This is down from last week, and correspondingly, price to the trade is also declining, particularly on dressed stuff. Old fowl now goes to the trade at 16 to 18¼, with limited demand and heavy stocks at the moment. Milk fed chickens and duckling are not actually lower, though both share in the easiness which characterizes the whole market.

Poultry—	Live	Dressed
Spring broilers (1½ lbs. and over)	0 40—0 45	0 45—0 55
Old fowl, lb	0 16—0 18	0 20—0 22
Milk-fed	0 17—0 20	0 25—0 26

HONEY.—There is no appreciable change either in price or condition.

Honey—		
Buckwheat, bbls., per lb.	0 07¼	0 07¾
Buckwheat, tins, per lb.	0 07¾	0 08¼
Clover, 50 lb. tins, per lb.	0 13½	0 13¾
Clover, 10 lb. tins, per lb.	0 14	0 14¼
Clover, 5 lb. tins, per lb.	0 14	14¼
Comb, No. 1, doz.	2 50	3 00
Comb, No. 2, doz.	2 00	2 40

WINNIPEG

PRODUCE AND PROVISIONS.—Receipts of live hogs during the past week have been heavier than usual, and there has been a gradual rise in price due to local and outside demand, which has been very keen. The prospects are that in the near future prices on live hogs will be high. In fact last week end the prices touched 11c again. Meat and lard prices continue the same. Fresh made creamery butter is holding firm; No. 1, selling to the trade at 29c, and No. 2, 28c. Receipts of dairy butter have been good, and good stock is selling to the trade for 24c. There is a decided falling off in the quality of eggs. During April and May the quality was good, but from now on eggs will be poorer in quality. Despite this, the price to the trade remains unchanged—25c-26c. There is little activity to the cheese market.

Hams—		
Light, per lb.	0 21	0 22
Medium, per lb.	0 20	0 21
Large, per lb.	0 19	0 20
Bacon—		
Breakfast, per lb.	0 22	0 23
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light	....	0 16½
Cooked Meats—		
Hams, boiled, per lb.	....	0 31
Shoulders, boiled, per lb.	0 23	0 24
Roast hams, lb.	....	0 35
Barrelled Pork—		
Mess pork, bbl.	....	27 00
Lard, Pure—		
Tierces	....	0 16
Pails	....	0 32½
Cases, 10s	....	10 05
Cases, 5s	....	10 13
Cases, 3s	....	10 20
Cartons	....	0 17½
Lard, Compound—		
Tierces	....	0 13
Tubs, 50s, net	....	6 62
Pails, 20s, net	....	2 75
Butter—		
Fresh made creamery	....	0 29
Creamery, No. 2	....	0 28
Best dairy	....	0 24
No. 2 dairy	0 21	0 22
Cooking	0 16	0 18
Eggs—		
New laids	0 25	0 26
Cheese—		
Ontario, large	....	0 21
Ontario, twins	....	0 21½

FRUIT AND VEGETABLES

(Continued from page 40)

Ontario, bag	....	1 90
New, barrel	5 00	5 25
Radishes, doz.	0 12½	0 20
Rhubarb, doz.	0 20	0 25
Spinach, hamper	....	0 75
Tomatoes, lb.	...	0 10

WINNIPEG

FRUIT AND VEGETABLES.—The big sellers on this market to-day are strawberries and tomatoes. Hood River strawberries are being offered in cases of 24 pints for $4.50. Mississippi tomatoes crate, four baskets, are down to $1.50. There is only a fair demand for cherries, which remain about the same as last week, viz., cases of 10 pint boxes, $3.00; 24 pint boxes $5.00. A number of changes have taken place—Valencia oranges are up $5.50; an advance of 50c; California lemons have jumped to $6.50: an advance of 50c; plums are down slightly—$1.75-$2.50. Peaches declined to $1.75 per crate; apricots are down to $2.25 crate. Potatoes can be bought cheaper to-day; Albertas and B.C's. are around 90c per bushel. Canteloupes have declined to $7.00 per crate.

Fresh Fruits—		
Bananas, lb.	....	0 04½
Cherries, 10 pt. box	....	3 00
Cherries, 24 pt. box	....	5 00
Cantaloupes, crate	....	8 00
Grapefruit, case	....	5 50
Strawberries, Hood River, case 24 qts.	....	4 50
Washington box apples	....	2 50
Valencia oranges, case	....	5 50
California lemons	....	6 50
Florida pineapples, case	....	4 50
Plums, crate	1 75	2 50
Peaches, crate	....	1 75
Apricots, crate	....	2 25
Watermelons	....	8 50
Vegetables—		
Asparagus, Minnesota, doz.	....	1 25
Cabbage, new, lb.	....	0 05
Peppers, per basket	....	0 75
Mushrooms	....	0 90
Carrots, per lb.	....	0 02½
New potatoes, lb.	....	0 05
B.C. potatoes	....	0 90
Alberta potatoes	....	0 90
Garlic, per lb.	....	0 25
California head lettuce, case	....	4 00
Texas onions, crate	....	3 00
California onions, sacks	....	5 00
Mississippi tomatoes, crate 4 baskets.	....	1 50
Green peas, lb.	....	0 20

EARLY CLOSING BY-LAW

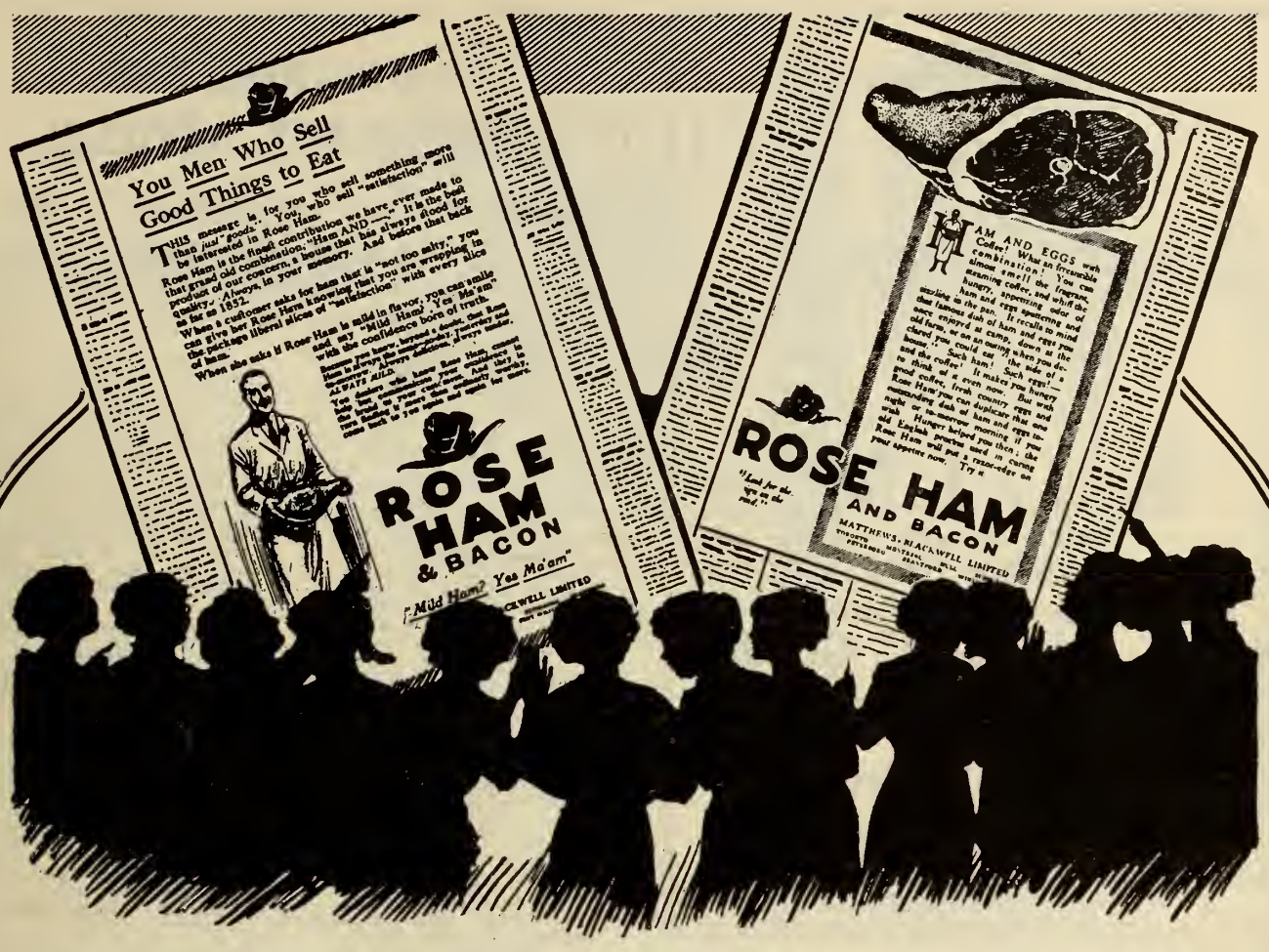
A number of Edmonton retail grocers have petitioned the city council disapproving of the early closing by-law which is being promulgated by a section of the trade. The petition contains some 68 names, and is covered by a sworn statement made by John Black to the effect that the grocers who have signed the petition are against the early closing of their stores.

Some little time ago a petition was presented asking for an early closing by-law, and this petition appeared to have the requisite two-thirds majority of the trade. The appearance of the petition objecting to the proposed measure, may upset the possibility of the act going before the council and being passed.

PRICE-CUTTING ON LOW STOCKS

Now is the time since stocks of all kinds in all parts of the world have been depleted to the point of exhaustion for price-cutting to cease if it is ever going to cease. The holder of any stocks to-day be they of prunes or pails is in a strong position. He need ask odds of no man. Rather all must come to him seeking that which he has. To sell it for more than its value would be unworthily taking advantage of a trying situation: to sell it for less would be inviting disaster. And the value of articles to-day depends upon a literal translation of the old axiomatic law of supply and demand. It is not what an article cost that determines its value other than the value existing at that time: It is the amount of similar articles available on the open market and the degree of interest which the buying public shows in further purchases of them.

No sacrifices need be made to sell goods when the largest manufacturers and jobbers are buying up retail stocks to rehandle in a wholesale way.



ROSE BRAND—the brand of satisfaction in Hams and Bacon

The ROSE BRAND is to Ham and Bacon what the sterling mark is to silver—a guarantee of high-grade quality. The housewife has been made aware of this superiority through our extensive consumer advertising, hence the demand for ROSE BRAND is ever growing. It will continue to grow, too, because its tender, juicy texture and crisp, appetizing flavor make staunch friends of first purchasers.

Back of the toothsome deliciousness of Rose Brand Ham and Bacon is the English curing process, giving to every Rose Product a distinctive flavor that pleases the most discriminating.

Because of the central location of our distributing points we are enabled to guarantee a service satisfactory in every respect.

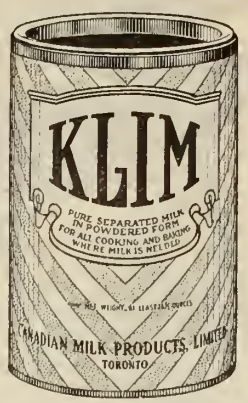
Try what a trial order of ROSE BRAND will do for your sales of Hams and Bacon. Send it in to-day.

ROSE HAM AND BACON

MATTHEWS-BLACKWELL, LIMITED

TORONTO MONTREAL HULL PETERBORO BRANTFORD
WINNIPEG SYDNEY, C.B. FORT WILLIAM SUDBURY

If any advertisement interests you, tear it out now and place with letters to be answered



K L I M

SPELL IT BACKWARD

IN POWDER FORM

Get on Speaking Terms with the

Name Label Goods

The only **MILK** supplied in all soldiers' camps in Canada. You will get the benefit of this advertising.

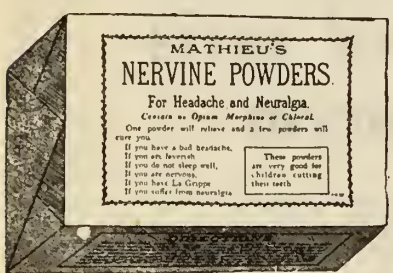
Canadian Milk Products

LIMITED

Head Office: Mail Bldg., TORONTO

Montreal Office: 508 New Birks Building

Western Representatives: W. H. Escott Co., Winnipeg. Kirkland & Rose, Vancouver.



It pays to feature MATHIEU'S NERVINE POWDERS

BECAUSE there is always a big demand for some safe, sure and permanent nerve remedy, and this demand is most efficiently filled by Mathieu's.

Among the people coming into your store every day are many to whom these curative powders would be a veritable blessing. It is up to you, Mr. Dealer, to bring the merits of Mathieu's Nervine Powders before them. Every sale will mean more to follow, because every user of this effective remedy will be a "booster" for it.

Don't hesitate to recommend Mathieu's. It cures quickly and permanently without any harmful after effects.

Send for a small trial order to-day.

J. L. Mathieu Co., Proprietors

SHERBROOKE, QUE.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight 10 lbs.	$ 0 45
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$0 95	$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

DOMINION CANNERS, LTD.

JAMS

"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.

	Screw Top Glass Jars 16 oz. glass 2 doz.case Per Doz.
Apricot	$ 2 40
Assorted	2 30
Blackberry	2 35
Blueberry	2 35
Currant Red	2 20
Currant Black	2 35
Cherry	2 30
Gooseberry	2 20
Plum	2 20
Plum Green Gage	2 30
Pear	2 20
Peach	2 20
Raspberry, Red	2 35
Raspberry, Black	2 35
Rasp. and Red Currant	2 30
Rasp. and Gooseberry	2 30
Strawberry	2 40

CATSUPS—In Glass Bottles

	Per doz.
½ Pts. Delbi Epicure	$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delbi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynu Valley	1 75

BAKED BEANS WITH PORK.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05
Family, Plain, $1.20 doz.; Family, Tomato Sauce, $1.30 doz.; Family, Chili Sauce, $1.30 doz.; 3's, Plain, Flats, Aylmer only, $1.40 doz.; 3's, Tomato Sauce, Flats, Aylmer only, $1.50 doz.; 2's, Chili Sauce, Flats, Aylmer only, $1.50 doz.; 2½'s. Plain, $1.45 doz.; 3's, Plain, Tall, $1.60 doz.; 3's, Tomato Sauce, $1.75 doz.; 3's, Chili Sauce, $1.75 doz. The above 2 doz. to case. 10's, ½ doz. per case, for hotel and restaurant use (gals.), $5.25 doz.	

"AYLMER" PURE ORANGE MARMALADE

	Per Doz.
10½ oz. Gross Jars	$ 0 75
Tumblers, Vacuum Top, 2 doz. in case	1 15
12 oz. Glass, Screw Top, 2 doz. in case	1 40
14 oz. Glass, Screw Top, 2 doz. in case	1 60
16 oz. Glass, Screw Top, 2 doz. in case	1 90
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	1 95
2's Glass, Vacuum Top	3 10
2's Tin, 2 doz. per case	2 75
4's Tin, 12 pails in crate, per pail	0 50
5's Tin, 8 pails in crate, per pail	0 61
7's Tin or Wood, 6 pails in crate	0 79
14's Tin or Wood, 4 pails in crate, per lb.	0 11
30's Tin or Wood, one pail only, per lb.	0 11

BLUE

Keen's Oxford, per lb	
In 10-lb. lots or case	

CEREALS

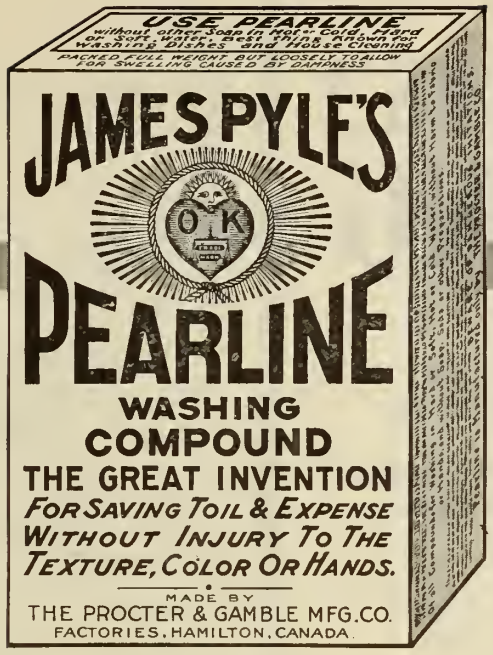
WHITE SWAN	Per case
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wgbt. 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Breakfast Food, 2 doz. to case, weigbt 85 lbs.	3 60
Healtb Flour, 5 lb. bags, per doz.	2 40
King's Food, 2 doz. to case, weigbt 95 lbs.	4 80
Wbeat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weigbt 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 37
Perfection cbocolate, 20c size, 2 doz. in box, doz.	1 80

If any advertisement interests you, tear it out now and place with letters to be answered.



THERE are washing Powders and washing powders, but only one Pearline. No grocer can be expected to carry all the washing powders, but every grocer is expected to have Pearline.

Pearline is in general demand. It has loyal users everywhere. In name, reputation and actual work it is in a class of its own.

Like all the leaders among cleansers, Pearline is a Procter & Gamble product made at the Procter & Gamble factories in Hamilton, Canada.

The Procter & Gamble Distributing Co.
of Canada, Ltd.
Hamilton, Canada

Send for Pearline advertising matter for your local use.

Ten cents a box differential on all the following Procter & Gamble soaps bought in 10 box lots: Ivory Soap, Gold Soap, P. AND G.—The White Naphtha Soap, Pearline and Sopade. Ask your jobber.

If any advertisement interests you, tear it out now and place with letters to be answered.

"SILVERSIDES" HERRING

Superior to Imported.

Packed By
H. R. SILVER, LIMITED
Halifax, Nova Scotia
CANADA

20 lb. Pails 50 lb. Kegs
100 lb. Half Barrels 200 lb. Barrels

Prices now named for
1916 Pack.

Ready for shipment in 60 days.

ORDER YOUR CAR NOW.

W. H. ESCOTT CO., Ltd.

Wholesale Grocery Brokers and Manufacturers' Agents

Winnipeg Regina
Saskatoon Calgary
Edmonton

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 36
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 90
Nut milk chocolate, ½'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans	$6 95
Reindeer Brand, each 48 cans	6 70
Silver Cow, each 48 cans	6 15
Gold Seal, Purity, each 48 cans	6 00
Mayflower Brand, each 48 cans	6 00
Challenge, Clover Brand, each 48 cans	5 50

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 60
Jersey Brand, Hotel, each 24 cans	4 60
Peerless Brand, Hotel, each 24 cans	4 60
St. Charles Brand, Tall, each 48 cans	4 70
Jersey Brand, Tall, each, 48 cans	4 70
Peerless Brand, Tall, each, 48 cans	4 70
St. Charles Brand, Family, each, 48 cans	4 10
Jersey Brand, Family, each, 48 cans	4 10
Peerless Brand, Family, each 48 cans	4 10
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each, 48 cans	2 00

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

The best value in Rice being offered on Canadian markets today.

To the Grocers of Canada

TRADE EXCELSIOR MARK

Our eight years' experience in the exclusive manufacture of brooms and whisks of every description, and the personal attention given every order received, have made the Sloane Trade-Mark the synonym of broom satisfaction everywhere.

NOTE OUR PRICES:

Brooms at $2.90, $3.40, $3.90, $4.25, $5.25, $4.80, $4.50, $4.10, per doz. Whisks, $1.15 up. Toy Brooms, 90c up.

F.O.B. destination all points between Ottawa and Windsor. Dealers outside this district, other freight arrangements.

Get a copy of our special price list. Sent on receipt of your address. Drop us a card now, while you think of it. Have some lines to clear out at once.

J. C. SLOANE CO.

845 5th Avenue E., Owen Sound, Ontario

New Potatoes

More plentiful
Extra Fine Quality

Prices lower. No waste
Almost as cheap as

Old Potatoes

Order a few Barrels with your next Order.

The House of Quality

HUGH WALKER & SON
GUELPH :: ONTARIO

Local Fruits

Strawberries are now at their best and prices down. Order now for preserving.

Canadian Cherries
Gooseberries, Asparagus,
Lettuce,
New Cabbage, Etc.

WHITE & CO., LIMITED
Wholesale Fruits
TORONTO
Phone Main 6565.

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:
(payable in advance)

2c per word, first insertion.
1c per word, subsequent insertions.
5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.

In Selling a Business?
In Buying a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second-hand Fixtures?

Then you should use **Canadian Grocer's Classified Ad. Columns.**

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer
143-153 University Ave., Toronto

Fruits
Bananas
Lemons
Oranges
and also
All Early Vegetables

Lemon Bros.
OWEN SOUND, ONT.

LEMONS

Looks like any brand will sell this summer, but the man who orders ahead and gets

"St. Nicholas"

will be infinitely better served.

J. J. McCabe
Agent
TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

ROYAL SALAD DRESSING



has a reputation for undisputed quality, distinctive flavor, limitless keeping quality. It never becomes rank and separates like many other Salad Dressings now on the market.

Now is the time to stock up for the Summer's business. Push 'Royal' for all-round satisfaction.

The Horton-Cato Mfg., Company

WINDSOR - ONTARIO

Century Salt

Pure, even crystals

This is the evidence of the extreme care taken in the refining and packing of **Century Salt.** The salt that is best for table or dairy. Every store should handle **Century.** Order from your wholesaler or direct. We ship promptly. Get our quotation on assorted carloads.

THE DOMINION SALT Co. Limited

SARNIA - ONTARIO

Cambridge Sausage, 1s, $3.00; 2s, $5.00.

Pigs' Feet, 1s, ...; 2s, $4.25.

Boneless Pigs' Feet, ½s, $1.50; 1s, $2.50.

Lambs' Tongues, ½s, $1.90.

Sliced Smoked Beef, tins, ½s, $1.70; 1s, $2.65; 4s, $13.50.

Sliced Smoked Beef, glass, ¼s, $1.20; ½s, $1.90; 1s, $2.75.

Tongue, Ham and Veal Pate, ½s, $1.45.

Ham and Veal, ½s, $1.20.

Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, $1.

Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, $1.45.

Ox Tongues, tins, ½s, $3.00; 1s, $5.50; 1½s, $7.50; 2s, $10.50.

Ox Tongues, Glass, 1½s, $10.50; 2s, $13.00.

Mincemeat, Hermetically Sealed Tins, 1s, $1.75; 2s, $2.85; 3s, $4, 4s, $5.50; 5s, $7.

In Pails, 25 lbs., 10½c lb.

In 50 lb. Tubs, 10½c.

In 85 lb. Tubs, 10c.

In Glass, 1s, $2.25.

Plum Pudding, 1s, $2.30; 2s, $3.

Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85. 50 lb. Pails, 17c.

Clark's Peanut Butter—Pails 24 lbs., 17c per lb.

Clark's Tomato Ketchup, 8 oz., $1.35; 12 oz., $1.90; 16 oz., $2.40; 1 gal. jars, $1.30; 5 gal. jars, $1.25 per gal.

Pork and Beans, Plain Talls, 1s, 70c; 2s, $1.10; 3s, $1.70; 6s, $6; 12s, $8.50; 3s, flat, $1.60. Individuals, 55c doz.

Pork & Beans, Tomato Sc. Talls, 1s, 75c; 2s, $1.15; 3s, $1.75; 6s, $6; 12s, $8.50; 3s flat, $1.60; Individuals, 60c. doz.

Pork and Beans, Chili, 1s, 75c; 2s, tall, $1.15; 3s, flat, $1.60; Individuals, 60c doz.

Tomato Sauce, 95c doz.; plain. 95c doz.

Pork and Beans, 1½. Chili Sauce, 95c doz.

Vegetarian Baked Beans, Tomato Sauce, Talls, $1.20.

Clark's Chateau Chicken Soup. $1.10.

Clark's Chateau Concentrated Soups, 95c.

Clark's Chateau Concentrated Soups. No. 1, Assorted, 95c.

Spagbetti with Tomato and Cheese, ½s, 95c; 1s, $1.30 doz.

Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at $10.00 per doz.

Englisb Plum Puddings, 1s, $2.30 doz.; 2s, $3 doz.

THE N. K. FAIRBANKS CO., LIMITED.

PRICE LIST ON BOAR'S HEAD LARD COMPOUND TO RETAILERS.

Tierces 0 14⅛

Pails $2 93

This price list cancels all previous ones and is effective at once. Subject to change without notice.

All orders received must be shipped within a period of 20 days.

Advance over tierce basis for small packages:

3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, ¾c over tierces; 10-lb. tins, 6 to the case, ¾c over tierces; 20-lb. wood pails, ½c over tierces; 60-lb. tubs, ¼c over tierces; half-barrels, ¼c over tierces; 50-lb. tins, ¼c over tierces; 20-lb. tins, ¼c over tierces.

LAPORTE, MARTIN, LIMITED

Montreal. Agencies

BASIN DE VICHY WATERS.

L'Admirable, 50 btles, litre, cs. 5 50

Neptune 7 00

San Rival 8 00

VICHY LEMONADE

La Savoureuse, 50 btles, cs. 8 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 btles, cs. $9 00

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs., 6 doz. pts., doz. 1 15

Ginger Ale, Trayders, cs., 6 doz., splits, doz. 0 95

Club Soda, Trayders, cs., 6 doz. pts., doz. 1 05

Club Soda, Trayders, cs., 6 doz., splits, doz. 0 95

BLACK TEAS

Victoria Blend, 50 and 30-lb. tins, lb. 0 38

Princess Blend, 50 and 30-lb. tins, lb. 0 35

JAPAN TEAS

H. L., cb. 90 lbs., lb. 0 35

Victoria, ch. 90 lbs., lb. 0 30

COFFEES

Victoria, Java and Mocba Blend, 1-lb. tin, lb. 0 34½

Victoria, Java and Mocba Blend, 5, 10, 25, 50-lb. tins, lb. 0 32

Princess, Java and Mocha Blend, 1-lb. tin, lb. 0 22

MUSTARD

COLMAN'S OR KEEN'S

	Per doz. tins
D. S. F., ¼-lb.	$ 1 60
D. S. F., ½-lb.	2 90
D. S. F., 1-lb.	5 75
F. D., ¼-lb.	0 90
	Per jar
Durham, 4-lb. jar	0 93
Durham, 1-lb. jar	0 31

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz. .....$ 0 90

List Price

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO

SPICES	5c Round litho. dredge. Per doz.	10c Oval 2½ oz. litho. dredge. Per doz.
Allspice	$0 45	$0 90
Arrowroot, 4 oz. tins, 85c	....	....
Cayenne	0 45	0 90
Celery salt	....	....
Celery pepper	....	....
Cinnamon	0 45	0 90
" whole, 5c. pkgs., window front, 45c	....	....
Cloves	0 45	0 90
Cloves, whole, 5c. pkgs., window front, 45c	....	....
Curry powder	....	....
Ginger	0 45	0 90
Mace	1 25	....
Nutmegs	0 45	0 90
Nutmegs, whole, 5c pkgs., window front, 45c.	....	....
Paprika	0 45	....
Pepper, black	0 45	0 90
Pepper, white	0 50	0 95
Pastry spice	0 45	0 90
Pickling spice, window front, 90c	....	....
Dozens to case	4	4
Shipping weight per case	10 lbs.	15 lbs.

TO THE GROCER

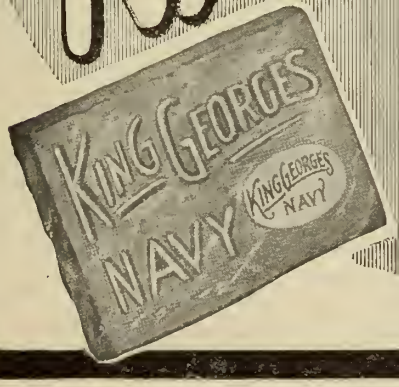
The Cigar that is making history

Davis'
"Grand Master"
(4 for 25c)

Just as every picture by one of the great masters is recognized by certain distinctive qualities, so every DAVIS "GRAND MASTER" proclaims the hand of the master manufacturer. The proper keeping and scientific blending of leaf is a high art, and any "Grand Master" cigar proves that Davis knows how.

S. DAVIS & SONS, LIMITED, Cigar Makers
MONTREAL

Why You Should Feature
KING GEORGE'S NAVY



The Tobacco with the Flavor

—the kind of flavor that tickles the palate of the most critical tobacco user—that's "King George's Navy."

Dealers featuring this popular "Chew" find no difficulty whatever in maintaining steady, profitable sales. The public know of "King George" through our widespread advertising, and they know by experience that this palate-pleasing chew is decidedly superior.

Does "King George" popularity mean anything to you? How about ordering a trial supply to-day?

Rock City Tobacco Co., Ltd. Quebec and Winnipeg

If any advertisement interests you, tear it out now and place with letters to be answered.

BACK BACON

A very nice line of Bacon, preferred to Breakfast Bacon by some and always supplying a change when asked for. We have it "In Casings," Boneless and Skinned.

Made Under Government Inspection.

F. W. Fearman Co.
LIMITED
HAMILTON

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making a hit.

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches— Boxes	Cents
40 lbs., Canada Laundry..	.06¼
40 lbs., Canada White Gloss, 1 lb. pkg.	.06¾
48 lbs., No. 1 White or Blue Starch, 3 lb. cartons	7¼
100 lbs. kegs No. 1 White	.06¾
200 lbs., bbls., No. 1 White	.06¾
30 lbs., Edwardsburg Silver Gloss, 1 lb. chromo pkgs.	.07¾
48 lbs., Silver Gloss, in 6 lb. tin canisters	.08¼
36 lbs., Silver Gloss, in 6 lb. draw lid boxes	.08¼
100 lbs., kegs Silver Gloss, large crystals	.07¼
28 lbs., Benson's Satin, 1 lb. cartons, chromo label	.07½
40 lbs., Benson's Enamel, (cold water), per case	3 00
20 lbs. Casco Refined Potato Flour, 1 lb. pkgs.	12½
Celluloid	
Boxes containing 45 cartons, per case	3 60
Culinary Starch	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared Corn	.07¾
40 lbs., Canada Pure Corn (20 lb. boxes ¼c higher)	.06½

BRANTFORD STARCH

Ontario and Quebec	
Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06¾
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.07¼
Barrels, 200 lbs.	.06¾
Kegs, 100 lbs.	.06¾
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs.	.07¾
8 in case	.08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	.08¼
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes, containing 40 fancy pkgs., per case	3 00
Celluloid Starches—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.06½
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07¾
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs.	.07¾
(20-lb. boxes ¼c higher than 40's)	

COW BRAND BAKING SODA

In boxes only.

Packed as follows:	
5c packages (96)	$ 3 20
1 lb. packages (60)	3 20
½ lb. packages (120)	3 40
½ lb. 60 / 1 lb. 30 } Packages Mixed	3 20

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars—3 lbs., 1 doz. in case	$ 2 80
2 lb. tins, 2 doz. in case	2 75
5 lb. tins, 1 doz. in case	3 15
10 lb. tins, ½ doz. in case	3 05
20 lb. tins, ¼ doz. in case	3 00
(5, 10 and 20 lb. tins have wire handles.)	
Barrels, about 700 lbs.	.04
Half bbls., about 350 lbs.	.04¼
Quarter bbls., about 175 lbs.	.04½
2 Gal. wooden pails, 25 lbs. each	1 50
3 Gal. Wooden Pails, 38½ lbs., each	2 10
5 gal. wooden pail, 65 lbs. each	3 35

LILY WHITE CORN SYRUP

2 lb. tins, 2 doz. in case	$ 3 25
5 lb. tins, 1 doz. in case	3 65
10 lb. tins, ½ doz. in case	3 55
20 lb. tins, ¼ doz. in case	3 50

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case	4 80
Barrels, per 100 lbs.	5 25
½ barrels, per 100 lbs.	5 50

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case	$4 05
5 lb. tins, 1 doz. in case	4 75
10 lb. tins, ½ doz. in case	4 45
20 lb. tins, ¼ doz. in case	4 35

Delivered in Winnipeg in carload lots.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES
DEL MONTE BRAND

Size	Mam.	Large	Med.
2½ Can.	$ 4.75	$ 3.75	$2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can	14.00	12.00	9.00

YUBA BRAND

2½ Can	$3.00	$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Picnic Can		.90

INFANTS' FOOD MAGOR SONS & CO., LTD.

Robinson's patent barley, ½-lb. tins, ...; 1-lb. tins, ...; Robinson's patent groats, ½-lb. tins, ...; 1-lb. tins, ...

STOP-ON POLISHES	Doz.
Polish, Black, Tan, Ox-blood and Nut-brown	0 85
Dressing, White, 4-oz. bottle	2 00

NUGGET POLISHES

	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 85
Card Outfits, Black and Tan	2 25
Creams and White Cleanser	1 10

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pkgs.	1 20

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs.	$ 0 60
Bobs, 6s and 12s, 12 and 6 lbs.	0 46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs.	0 46
Currency, 6s, ½ butts, 9 lbs.	0 46
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs.	0 48
Walnut Bars, 8½s, boxes 7 lbs.	0 64
Pay Roll, thick bars, 8½s, 6 lb. boxes	0 68
Pay Roll, thin bars, 8½s, 5 lb. boxes	0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies	0 68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs.	0 57
Great West, pouches, 9c.	0 72
Forest and Stream, tins, 11s, 2 lb. cartons	0 89
Forest and Stream, ¼s, ½s and 1-lb. tins	0 80
Forest and Stream, 1-lb. glass humidors	1 00



Quality Counts—
Costs More—
Worth It!

YOU KNOW US--
YOU KNOW OUR METHODS

You know that White Swan is your SURITY OF PURITY, backed up with THE GOVERNMENT WARRANTY.

And our money back guarantee permits you to return at any time any White Swan goods that are not entirely satisfactory.

We know our goods and want none but satisfied customers.

White Swan Spices & Cereals

LIMITED

Toronto, Canada

Walter J. Green is a Shrewd Buyer

ASK any wholesale house selling to Walter J. Green, or any traveller calling on him, the reason why this retailer is prospering so visibly, and you'll hear some of them say: "He is the best informed man we know of. That man reads and thinks. His world of interest is a good deal larger than his own town, or his own store. He seems to have eyes that can see far into the future, and he buys accordingly." Isn't that a fine tribute to Walter J. Green? It would be a fine tribute to any man.

▫ ▫ ▫

When H. S. Holt, President of the Royal Bank of Canada, gave his address at the recent annual meeting of this institution, he said:

> "The proper course is to conserve the unusual profits and accumulate working capital, the lack of which is so prevalent and so detrimental to the general interests of the manufacturer."

Now Green, while not a manufacturer, has perceived "the proper course," and is conserving "unusual profits"—this by investing them in good liquid securities. Whenever he has $100 or so to spare he buys a bond yielding from 5 to 6%—something which can be turned into cash quickly, or deposited with his banker as security for a temporary loan.

But he could not do this intelligently had he not for a long time made a careful study of investment conditions, and of particular securities, through a paper like The Financial Post. He would know the history of the company over a period of years. He would know how its business is going now. He would thus be well informed as to the safety, yield in interest, marketability, etc., of the particular securities he has in view.

Also he makes use of his privileges as a subscriber to The Financial Post to consult with the Editors on matters pertaining to his business, his money investments, the market tendencies, and so on.

▫ ▫ ▫

Why not be a Walter J. Green? Why not become a regular reader of The Financial Post?

> The Post is a weekly survey of general business conditions in Canada—a review of matters relating to Investments, Securities, Insurance, Municipal Finance, Bank Clearings. It is not edited with a view to interesting bankers, professional investors and brokers so much as the ordinary business man.
>
> If you could spend an hour each day discussing current events in the business world with the leading manufacturers, bankers, merchants, financiers, lawyers, etc., you would get somewhat the same information as the Post gives each week.

▫ ▫ ▫

The Post, read regularly, makes the merchant enter confidently a world that is all about him always. A world which the average man does not enter—to his own great loss.

▫ ▫ ▫

Sign the order form herewith and mail, and thus take the first necessary step in securing this service, or we will send you sample copy on request.

THE FINANCIAL POST OF CANADA

Published by

THE MACLEAN PUBLISHING CO.
143 University Ave., TORONTO

.....1916

THE FINANCIAL POST OF CANADA
143-153 University Avenue

Please enter me as a regular subscriber, commencing at once. If I am satisfied with the paper I will remit $3.00 to pay for my subscription on receipt of bill.

Name.....

Address.....



Write for Information

Even if you are not in the market to buy at the present time, you will appreciate the advantage of knowing all about new goods that are being placed on the market.

When you answer advertisements in Canadian Grocer and let the manufacturer know you saw his advertisement, you are encouraging him and through him other manufacturers to spend money to keep you constantly informed of new lines that they are placing on the market, or new ideas about selling goods.

—THE MANAGER





There's a quality reputation back of

The Brunswick Brand Trade Mark

—a reputation resulting from years of concentrated effort in the perfecting of high-grade wholesome sea foods. The success of our efforts may be judged from the confidence of the public in the reliability of sea foods bearing the Brunswick Brand, a confidence that is building better business for the dealers featuring these popular quality products.

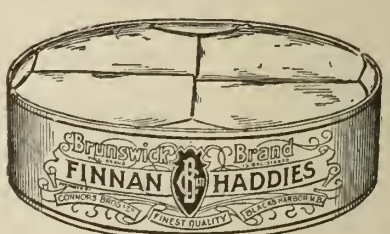
Ideal location and best possible equipment are two big factors in producing the big sales which are so characteristic of Brunswick Brand lines. Our plant (which is one of the finest on the Atlantic Coast) is so situated that we never fail to secure the very choicest pick of the season's catches. Our methods of processing and packing the fish eliminate all possibility of customer dissatisfaction, and make firm friends of first purchasers.

Get the Brunswick Brand Trade-Mark on your shelves to-day. Get the Brunswick Brand reputation working for you. You will find them worth while.



Connors Bros.
LIMITED

Black's Harbor
NEW BRUNSWICK





If any advertisement interests you, tear it out now and place with letters to be answered.

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c/o Canadian Grocer, University Avenue, Toronto.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

WANTED — MEN. ARE YOU CAPABLE OF organizing and controlling a subscription sales force? If you are, you are the man we want to get in touch with. We have a plan that will make you "real money." Part or whole time accepted. Drop us a card for full particulars. The MacLean Publishing Co., 143-153 University Ave., Dept. F, Toronto, Ont.

FOR SALE

FOR SALE OR EXCHANGE FOR GOOD paying grocery, lot 25 x 122 ft., North Toronto, on Yonge St. Present value $700. Further particulars apply to Box 146, Canadian Grocer.

Advertising

"Advertising is the education of the public as to who you are, where you are, and what you have to offer in the way of skill, talent or commodity. The only man who should not advertise is the man who has nothing to offer the world in the way of commodity or service."—*Elbert Hubbard.*

TANGLEFOOT

The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

OAKEY'S KNIFE WELLINGTON POLISH



JOHN OAKEY & SONS, LIMITED, LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

Toronto Butchers' Supply Co.
LIMITED

Cleaners, Importers, and Exporters of Sausage Casings. Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.

49 DUNDAS STREET, - - TORONTO

"TRENT LOCK"
EGG FILLERS

For 30 dozen cases.
For one dozen Cartons.

THE TRENT MFG. CO., LIMITED
Trenton, Ontario, Canada

CHIVER'S
JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS
GEO. J. CLIFF

PORT ARTHUR, ONT. MONTREAL, QUE.

FRESH FISH
FOR NEXT WEEK
Halibut, Cod, Haddock, Trout, Whitefish

Price
Quality
Service

J. BOWMAN & CO.
26 Duncan St., Toronto, Ont.

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out

One Inch Space
$1.05 Per Issue
on Yearly Order.

When you sell

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
by Canadian Employes.

H. J. Heinz Company

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto

You require a Coffee Mill of some kind. Why not have the best?

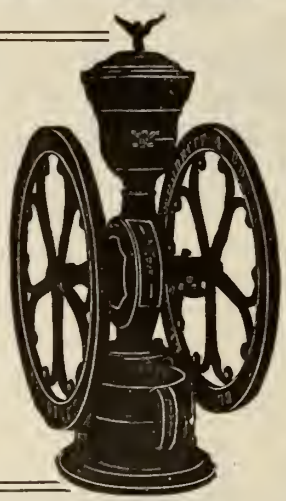
For all-round satisfaction-giving you cannot do better than install the

Elgin National Coffee Mill

It grinds quickly and uniformly the force-feed steel Cutting Grinders and special Adjuster make the Elgin the most practical and economical coffee mill obtainable.

Let us send you free descriptive booklet and name of our nearest representative. Send a postcard to-day. Ask for Catalog 24C.

WOODRUFF & EDWARDS CO.
Elgin, Ill., U.S.A.



MR. GROCER—

200 daily and weekly papers are advising the Housewives when to buy fruit.

This label is the grower's guarantee of quality.

Hang up your card to-day. Insist on the label goods from your commission men or grower. It is your protection.



For further information write this paper.

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The Trade-Mark a Responsibility

The adoption of the trade-mark places responsibility upon the originator and forces him to greater care in marketing the products bearing it.

To you the trade-mark is a guarantee that the seller stands behind his trade-mark, entirely.

We have been behind our "Victoria" trade-mark for over forty years and to-day thousands of dealers carry the "Victoria" products on their shelves with ever-increasing sales.

This is not due to the magic of the word "VICTORIA," but to the care in putting under the "Victoria" trade-mark, goods of the highest quality. Also to the help given to the retailers by our Advertising Department in introducing the "Victoria" products to their customers.

Thus you make a greater number of sales in less time because the confidence that your customers possess in a trade-marked article saves them the mental effort of choice.

The following "Victoria" products are articles that you should introduce to your customers if you want to give them the maximum of service.

Canned Vegetables	**Spices**	**Condensed Milk**
" Fruits	**Tea**	**Peanut Butter**
" Fish	**Coffee**	**Patna Rice**
Extracts	**Ketchup**	**Currants**

Laporte, Martin, Limitée

Wholesale Grocers

584 St. Paul Street West MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

Gold Standard Food Products

A TRADE-MARK is usually chosen because it gives expression to the style or quality of a specific article or line. "Gold Standard" comes closer to the actual quality of our products than any other words we know. We get the words from the "spade" guinea. Even though these guineas have not been minted for a hundred years or more, they are still considered as the **Gold Standard.**

When you sell Gold Standard products you are selling goods which bring the customers back again and again—on pure merit. Notice our full line on the left.

Our Line Includes:

Baking Powder	Flavoring Extracts	Celery Salt
Coffee	Jelly Powders	Herbs
Tea	Prepared Puddings	Ammonia
Salad Dressings	Molasses	Cream of Tartar
Icing Sugar	Mustard	Baking Soda
Cake Icings	Spices	Cleaned Currants
Ice Cream Powder		

THE CODVILLE CO., LIMITED

Brandon, Moose Jaw, Winnipeg, Saskatoon

TWO SPECIAL OFFERINGS

Japan Tea—

Good Cup
Clean Leaf

16c

Congou Tea—

Finest North China Quality

We have made an exceptional purchase of these two lines, which enables us to offer the best bargains on the market this year. You will congratulate yourself if you take advantage of these offerings at once, as they will undoubtedly be all sold within one week.

KEARNEY BROS. LTD.

ESTABLISHED 1874

Wholesale TEA and COFFEE, 33 St. Peter St., Montreal

If any advertisement interests you, tear it out now and place with letters to be answered.



GROWING
IN POPULARITY
EVERY DAY

with a
discerning and
appreciative
public





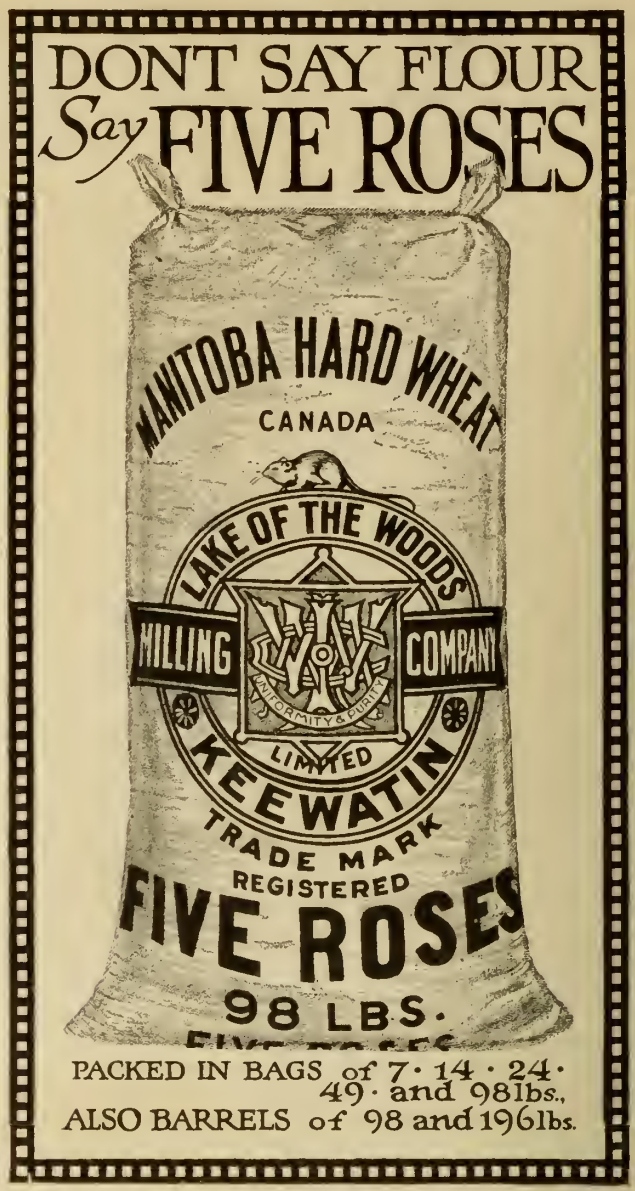
ROYAL
ACADIA
SUGAR

EVERY GRAIN
PURE CANE



THE ACADIA SUGAR REFINING CO., LTD.

HALIFAX :: CANADA



The Buy-Word for Flour

In the staple field, through consumer confidence and recognition, FIVE ROSES has grown to be the best known trade-mark in Canada. The best known because **known as best!**

To be a **"staple"** means to sell oftener, which means bringing profit opportunities in quicker succession to the dealer. To keep unbroken this selling chain in which each bag is a link, each link a profit. Quality and Uniformity are essential. And if you look closely, you will see that these two essentials are an integral part of the FIVE ROSES Trade-Mark.

LAKE OF THE WOODS MILLING CO., LIMITED
MONTREAL *WINNIPEG*

Branch Offices in 14 Canadian cities.

1927